



CORPORATE ACCOUNT EXECUTIVE, HOMECARE - DURABLE MEDICAL EQUIPMENT ATLANTA, GEORGIA

GF Health Products, Inc., headquartered in Atlanta, GA, is a leading manufacturer of medical equipment, sold into the Homecare, Long Term Care, Medical/Surgical and Consumer marketplaces.

JOB DESCRIPTION:

We are currently seeking an experienced, self-motivated, assertive and organized sales management professional to join our Homecare/DME business unit. This position is responsible for delivering and managing corporate account relationships. Based at our corporate office in northeast Atlanta, with overnight domestic travel approximately 50% of the time.

THE REWARDS:

- Competitive salary plus bonus
- Comprehensive benefit package
- 401(k) with company match
- Vacation and personal days
- Company holidays

To learn more about GF Health Products, Inc., visit our website at www.grahamfield.com

EXPERIENCE AND SKILLS:

- Bachelor's Degree
- A minimum of 10 years sales executive/management experience within the DME industry
- Experience in identifying, engaging and partnering with high volume DMEs
- Experience negotiating contracts with high level executives at national distributors and payors
- Understand the product selection process, requirements, service levels and industry/competitive landscape
- An outstanding track record of influencing decision makers and making a positive impact
- Excellent presentation, communication and problem solving skills
- A high level of business acumen and the analytical capacity to understand complex sales processes
- Strong independent work ethic and tenacious drive to succeed
- Strong computer skills, including Microsoft Office and CRM
- Excellent organizational and time management skills
- Valid driver's license and good driving record required
- Ability to travel and to lift/move approximately 25 lbs.

To apply for this position please email a cover letter and resume to hr@grahamfield.com

All qualified applicants will receive consideration for employment without regard to race, color, gender identity or expression, age, religion, height, weight, AIDS/HIV status, intellectual disability, mental disability, physical disability, including but not limited to blindness, unless it is shown that such disability prevents performance of the work involved, medical condition, handicap, national origin, ancestry, sexual orientation, marital status, domestic partnership status, parental status, military status, veteran or military discharge status, source of income or housing status or any other status protected by applicable law. GF Health Products, Inc. is a drug free workplace