



## Detailed Job Description

**Job Title** Account Manager

**Location:** Northern, Central and Southern California; Florida.

**Job Description** Turn your working relationships with physicians into a rewarding business! Must have current relationships with orthopedists, neurologists, neurosurgeons, anesthesiologists, or physical medicine physicians. We are seeking experienced sales professionals and nurses to market electrotherapy products and services as an Account Manager for Meditech Solutions, a leading Durable Medical Equipment distributor. We provide comprehensive training and outstanding support to help ensure your success. Unlimited commission potential. Equal opportunity employer.

**Responsibilities** The Account Manager is responsible for marketing a full line of electrotherapy and DME products and services to targeted physician accounts in a defined territory.

- Identify targeted physicians in the territory where a current working relationship exists.
- Develop a Sales Plan and complete an Account Profile for new or assigned physicians.
- Effectively present the unique benefits of Meditech Solutions products and services to physicians and establish key contacts within health insurance organizations within the territory.
- Instruct patients on the use of the prescribed DME and electrotherapy devices, fitting them with a device, demonstrating its usage, and gathering all required patient information.
- Gather all patient- and insurance-related paperwork accurately, efficiently and promptly, and respond to requests for information in the same manner.
- Control and account for all product inventory.
- Prepare for and successfully complete sales training.

- Maintain effective and responsive communication with the Regional Manager and others within Meditech Solutions
- Maintain an organized and efficient home office to support sales activities
- Daily use of company information systems to support business activities.

**Qualifications**

The Account Manager must possess the following experience, education, resources and capabilities:

- Current working relationships with targeted physicians as a result of experience as a medical salesperson or medical professional.
- Excellent selling skills or the ability to develop such skills, and excellent communications skills.
- Knowledge of electrotherapy technology and DME products is helpful.
- Bachelor's degree or equivalent medical education such as in nursing.
- Organized, time efficient, self motivated, determined, with a desire to succeed.
- Proficient in Windows personal computer operation.

**Working Conditions**

Works mostly in home and medical offices. Requires frequent or continuous periods of talking, sitting, repetitive motions of the hands/wrists, and good general vision and hearing. Requires frequent traveling by car. May also require occasional standing, walking, reaching, grasping and handling.

**Reports To:**

Regional Manager

**Application Instructions:**

[info@MeditechSolutions.com](mailto:info@MeditechSolutions.com) or fax resume to 866. 632 9832