



Company: CSD Labs. CSD Labs develops high-end medical technology applications by combining machine intelligence with state of the art computational engineering approaches. Our first line of products specialize in heart auscultation as we offer training and diagnostic tools for heart professionals.

Job Title: Sales Representative

Reporting To: Business Development and Sales Manager

Term: Fulltime

City: Ottawa, ON

Working Hours: Primarily traditional business hours, but from time-to-time will be required to work extended hours during promotional events or to meet customer needs

Position Description:

The Sales Representative position is predominantly an inside sales role, but will require some time outside of the office for various sales conventions and customer visits. This is an entry level salary + commission + bonus position. The successful candidate will work closely with the Business Development Representative, Sales Manager, and Account Management team in order to achieve company and role objectives.

Responsibilities:

- Attaining all assigned sales quotas.
- Routinely conduct product presentations and customer trials of CSD Labs' offering.
- Demonstrates authority to recommend and initiate solutions for customers based on their needs and our offering
- Providing useful and practical service to customers including demonstrations of products, probing for potential uses, and leveraging existing customers for increased sales leads
- Seeking new uses and applications for CSD Labs products with present and prospective customers.
- May assist in the preparation and operation of trade shows, conventions, and/or clinical meetings.
- Participating in sales and training meetings when required
- Preparing and submitting expense reports, sales and marketing, reports as required.
- Complying with all of CSD Labs company policies, instructions, and directives for the fulfillment of objectives and for the maximum profitable sales.

Education and Other Qualifications:

- University degree or equivalent experience
- High Interest for working with a Start-Up Team
- Proven sales track record
- Exceptional Presentation Skills
- Excellent sales and negotiation skills
- Outstanding Time Management skills
- Strong business sense
- Willing to take an initiative, display drive and enthusiasm
- Ability to travel for business
- Proficient Computer Skills

IF INTERESTED PLEASE CONTACT:

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