

BPI Medical is a growing surgical instrument repair company located near Seattle, Washington. We will be hiring Regional Sales Representatives, nationwide, to help provide excellent customer service to our customers.

This position will seek and obtain repair sales orders for BPI Medical including the sales of:

- Surgical instrument repair services.
- Flexible and rigid endoscope repair services.

### Meaningful Work

If you want your work to be meaningful and important – we are your company. Our facility repairs surgical instruments and rigid and flexible endoscopes for the medical community – we help doctors and nurses provide care in real time. Your work will have immediate value.

### Contracted Position

We are looking to engage sales contractors, on a 1099-bases, who are already visiting our call points on a regular basis. Hospitals and surgery centers manage their instruments with great care. Within these hospitals, there are many departments working in harmony; biomed departments, materials management departments, operating room management, and hospitals central sterile offices. These are your customers!

### Highly Collaborative Relationship-Building

This is a highly collaborative position requiring advanced relationship building skills. Our customers in the medical industry are the cornerstones of their community *and our services for them* are equally as important as the *care they provide for their patients*.

### Fast-Paced Tempo

This position should be considered a fast paced ‘high-touch’ position where our representatives are in face-to-face constant contact with our customers in hospitals, surgery centers, and physician clinics.

- This is not a phone-based, office-based, or home-based position.
- These positions typically require daily and constant automotive travel, air travel, and consistent and significant periods of walking (depending on the size and geographic layout of each medical complex visited).

As with any outside sales position, we rely on skilled professionals with highly experienced schedule management, time management, and travel management skills.

### Territory Development

If you are highly intelligent, a great communicator, are very personable, and can maintain a consistently high-paced travel schedule – you would be an excellent fit with our business model! We appreciate competitive people.

- Medical industry sales experience is preferred, but not required.
- Territory sales management experience is critical.

### Day-to-Day Expectations

This position will typically call upon hospital biomed departments, materials management departments, operating room management, and the hospitals central sterile offices. Our success is based upon a

salespersons ability to provide excellent customer service through continuous relationship building.

This is a commission-only outside sales position classified as a sales contractor. Our commissions are among the industry's highest.

We are an Equal Opportunity Employer. We do not discriminate on the basis of race, religion, color, gender, sexual orientation, disability, marital status, veteran's status, age, or national origin. We welcome resumes from all people!