



PM/EMR Sales Role:

Company: Frontier Technologies, Inc.

Location: Wilmington, DE 19804

Status: Full-Time, Employee

Job Category: Sales

Relevant Work Experience: 3+ Years

Career Level: Experienced (Non-Manager), Office/Medical Experience, Previous Medical/Pharmaceutical Sales

We are currently seeking a highly skilled Healthcare IT/Software Sales Representative with the drive and determination to help us expand our client base. This position reports to our Director of Sales and Marketing. We are looking for an individual who is a Hunter and Closer and has a proven track record of generating sales, and is accustomed to earnings commensurate with their sales skills, experience and effort. If you have the experience and the fire, we'd like to talk to you.

Our Sales Representatives are responsible for establishing a Medical (Doctor's offices, Hospitals) client base in the Mid-Atlantic Area through effective prospecting, as well as growing and developing opportunities with existing clients through exceptional relationship building. Candidates must be energetic and focused with an unstoppable motivation to sell and strong desire to succeed. Maintaining accounts requires dedication, persistence, follow-up, effective utilization of provided resources and unbeatable customer service.

This position will include defining client needs through product knowledge and positioning, and involves working with our Sales Engineers and Vendor Partners in the architecting of solutions. Responsibilities include qualifying sales leads, identifying, forecasting and attaining sales objectives by providing technology based solutions to Major Accounts in the Mid-Atlantic Region (NJ, PA, DE, MD, DC).

Job duties include prospecting, cold-calling, setting appointments, demonstrating our products, qualifying and closing sales. Overall relationship management and the ability to coordinate required resources to respond to complex IT requirements is a necessity. Other requirements include ongoing training and manufacturer certifications, developing and maintaining relationships with client and vendor contacts, and preparing and presenting detailed quotes and proposals.

Minimum Skills Required:

1. Minimum 3 years direct selling experience, particularly in the medical field
2. Excellent knowledge of Microsoft software technologies and programs
3. Strong interpersonal skills required to effectively communicate with clients and vendors



4. Experience with Microsoft office
5. Valid Driver's License and Proof of Insurance
6. Background check and drug screen required

This Position Entails:

1. Building client relationships over the phone and in person
2. The ability to sell our IT Products and Services
3. Sales Lead Follow-up
4. Assessing Client Needs
5. The ability to learn quickly and adapt to changing requirements

The Successful Candidate must be:

1. Professional and articulate
2. Interpersonally adept
3. Technically proficient
4. A relationship builder
5. A problem solver

Benefits include group medical/dental insurance, paid vacation, holidays, personal & sick time. Our generous Salary, Commissions and Bonus compensation plans are structured as Base plus Commission, with initial compensation commensurate with relevant experience.

Qualified candidates please submit a current resume, along with salary history to:
sales@ftiusa.com