

Account Manager Job Description

MellingMedical is looking for sales professionals with 3-5+ years of outstanding performance under their belt who want to propel their sales and business development career. Our number one mission at MellingMedical is to ensure that our military and veterans receive the very best possible care. An ideal candidate would bring with them some previous experience in selling into the VA and/or the DoD. We hire Veterans first because we care for Veterans first.

Prerequisites:

- Local to the VISN in which you are responsible for managing
- You have a commanding desire to learn and succeed in medical supply sales.
- An excellent verbal and written communicator, able to write succinct, crisp emails and a great phone manner.
- A natural entrepreneur- Self-disciplined, organized and ambitious.
- A team player and collaborator.
- A self-manager who sets, achieves, exceeds goals.
- Resilient and confident with overcoming objections.
- Goal-oriented, methodical and tenacious.
- A 4-year college Degree
- Savvy with CRM's, ideally Salesforce, and a passion for learning new software and technology.
- Interfaces regularly and seamlessly with Office 365.

What You'll Do:

- You will be selling the very latest technology available to both the VA and the DoD.
- Work with the sales teams of our Manufacturing Partners to penetrate your territory and **drive demand** for our unique solutions.
- Educating all VA's in your territory on MellingMedical's mission as well as introduce them to our portfolio of products.
- Learn how to work the government bid boards (FBO.Gov) for opportunities in your territory
- Facilitate discussions between Chief Logistics Officers, Practice Managers, and Salespeople from our manufacturer partners.
- Educate our partners on how exactly the US Government purchases product and perform trainings with our partners. I.E. Buying Vehicles such as FSS, DAPA, ECAT, Prime Vendor etc. Market Research – Due Diligence requirements-tax payer monies- Federal Acquisition Requirements (FAR)
- Follow up on each Government Proposal that is generated in your territory – maintain a funnel
- Attend biweekly conference calls to receive product training and pipeline reviews
- Quarterly Reviews with MellingMedical management and all VA's in territory

What You'll Get:

- Ongoing training, development and support to further your sales.
- The opportunity to be a key player at a rapidly expanding medical supply company.
- Paid on all sales activity that you generate in your territory.