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## Sales Manager

### Position Summary:

Provides the leadership, management and vision necessary to ensure that the Cadwell sales team has sales goals, reporting procedures, and people in place to effectively grow Cadwell sales to ensure financial strength and operating efficiency that mirrors the mission and core values of Cadwell. Researches customer needs and market conditions and partners with the Cadwell sales team to increase brand awareness, product presence and generate sales. Directs sales forecasting activities, sets performance goals accordingly and implements strategies necessary to meet or exceed expectations. Responsible for approving sales orders/exceptions, attending trade shows, overseeing customer training and support, and hiring and training sales team to maximize sales performance.

### Education:

Requires a bachelor's degree or equivalent.

### Experience:

Minimum of two years of experience as a sales manager.

### Skills/Job Knowledge/Ability:

- Capacity to keep abreast of state-of-the-art product offerings and new technology trends within our medical field, and create detailed business cases to support new ideas with market and financial analysis and participate in technical presentations
- Requires excellent oral and written communication skills, including formal presentation skills before both small and large groups to clearly communicate high technical information
- Requires computer proficiency
- Travel, as required, to ensure the successful execution of sales that meet company goals
- Establishes and maintains relationships with industry influencers and key strategic partners
- Liaison between sales team, customer service and product managers
- Work with sales team to improve territories and determine region and territory potential to achieve corporate objectives for products and services

Come play a leading role in the growth of Cadwell Laboratories, Inc., a world-renowned medical equipment leader. Join Cadwell and be a part of the team that makes ideas come to life!

Send your resume to:  
cathya@cadwell.com