



Founded in 2005, NeoCoil is a leader in engineering and manufacturing RF coils and accessories used in Magnetic Resonance Imaging (MRI) applications.

We're looking for the best and brightest to take our Sales team to the next level. If you have passion and expertise in business development, account management, and sales execution, please consider joining our organization. Experience a high-energy, fast-paced work environment that's both competitive and rewarding. Learn about our industry and soar with the support of great mentors and colleagues.

Responsibilities:

- Responsible for establishing and developing new client relationships for our medical device hardware and software products.
- Develop leads and build rapport by networking, cold calling, advertising, attending trade shows, and other means of generating interest.
- Promote the range of company products including:
 - suiteHEART® cardiac analysis software suite.
 - RF coils and imaging accessories.
 - MR conditional patient communication and audio devices.
- Provide product demonstrations, develop and present solution-based proposals, negotiate and close sale, and respond to customer inquiries.
- Manage how to navigate the sales process in a hospital and/or clinical setting and establish relationships with departmental and technical decision makers.
- Become an expert and be able to present and discuss the technology and clinical benefits in terms which are relevant to the customer.
- Work with the customer to plan installations, training and applications support.

Requirements:

- Bachelor's Degree and 3-5 years' of sales experience in a medical, healthcare or technical field.
- Clinical experience with medical imaging and/or medical imaging sales desired.
- Previous experience working in, or interfacing with, clinical applications.
- Ability to energize, develop and build rapport at all levels within an organization.
- Possesses highly developed organizational, planning and communication skills.
- Strong presentation skills as well as excellent negotiation and closing skills.
- Ability to travel \geq 40%.

If you are interested in joining a growing organization with a vision for the future, please send us your resume. We are a fast-paced work environment, offering competitive compensation, family-friendly benefits and so much more. Please visit www.neocoil.com for more information. Interested applicants should submit a cover letter and resume, including salary requirements, to traci.mortensen@neocoil.com

NeoCoil LLC is committed to a policy of equal employment opportunity. The Company conducts all employment practices without regard to race, sex, color, religion, national origin, age, disability, protected veteran's status, sexual orientation or any other basis prohibited by law. NeoCoil participates in E-Verify.