



## **SALES REPRESENTATIVE**

### **About Skynet**

Skynet Healthcare Technologies, Inc. connects Senior Living residents and caregivers through proprietary smart community technologies. Based in Palm Harbor, Florida, Skynet offers life-safety solutions for the entire senior living sphere from independent living to memory care. Our customers rely on our E-Call, RTLS wander management and fall detection systems, using our intelligent wearables that improve staff workflow efficiencies and lead to better outcomes in quality of care. Our unique technology is used throughout the US and Canada. For more information go to [www.skynethealthcare.com](http://www.skynethealthcare.com)

### **Job Summary**

A positive “can do” attitude, an entrepreneurial spirit, and a passion for the safety and security of our senior population is essential to succeed here at Skynet.

As a Sales Representative you will be responsible for new revenue development by generating demand for our life-safety products in the senior living industry. You will join an organization that is dynamic and fast paced, with possibilities to make a difference and add value to our business and those that we serve. Once you establish relationships with your named accounts, you will be responsible for maintaining your clients purchasing and service needs. Regular travel is an important part of this position as you will spend up to 50% of your time traveling to meet with clients and attend marketing functions.

### **Essential Job Functions**

- Building an adequate pipeline of new opportunities is the most important aspect of this position. Aggressively prospecting through cold-calling, networking, and creative marketing activities to sell our products and services.
- Using a consultative sales approach, undertake site surveys, customer meetings, formal presentations and collaborative sales initiatives to develop a comprehensive solution for the customer.
- Present solutions in a formal proposal document.
- Develop a business plan for the named accounts that are assigned to you.
- Ensure that all customer and partner information is entered in the CRM in an accurate, timely manner.
- Review the pipeline forecast each week with executive management.
- Collaborate with internal partners to ensure a smooth transition from sales to operations.
- Develop and execute a strategic plan to promote growth.
- Channel management: Identify potential partners to help in prospecting and servicing clients and conduct final vendor presentations and demonstrations.



- Identify national account, buying groups, and pursue this business.
- Attend trade shows and other customer events in assigned territories.

### **Required Skills**

- Minimum of three (3) years of business development and direct sales experience in technology and, preferably also in the healthcare industries.
- Understand security technologies, as-built drawings, information technology, and electrical trades.
- Must have experience in serving as the customer advocate internally and have exceptional customer service skills.
- Proven consultative selling, critical thinking, ability to address objection skills.
- The ability to effectively read, write and give oral presentations.
- Detail oriented individual with strong organizational skills and ability to skillfully manage multiple tasks and opportunities simultaneously.
- Must be proficient with Salesforce, Microsoft Office, Blue Beam, and Smartsheet.
- Driver's License and Passport

### **Location**

This position does not require the Sales Rep to be in our Palm Harbor, Florida location unless you live in the Tampa Bay area. This can be an in the field, work from home-office opportunity, but we will look closely at airport hub access location when hiring. Chicago, Atlanta, Denver, Phoenix, Seattle, etc. as major airports.

### **Travel Requirements**

Up to 50% - Regular travel is an important part of this position as you will spend time traveling to meet with clients and attend marketing functions.

### **Salary**

Competitive Base, plus Commission, DOE

### **Benefits**

Skynet offers Medical, Life, Dental and Vision insurance; an excellent vacation policy and gym reimbursement; work-life-balance, and great company culture! We're high-tech and fast paced and have a friendly, fun, team environment.