



Independent Sales Representative: Edinburgh, United Kingdom

About MIRA Rehab

MIRA Rehab is a medical device company, founded in 2012, based in London, England. MIRA's software transforms standard and cognitive exercises into video-games while providing detailed, real-time feedback to patients and their therapists.

Transforming physiotherapy, MIRA's goal is to get patients better in a fast, easy and fun way. MIRA is active in 12 counties and has been used in over 65,000 rehabilitation sessions to-date.

Position Description

The role of Independent Sales Representative is a crucial member of MIRA's Commercial Team, reporting to the Head of Global Sales. Relationship management is a strategic focus for our continued growth and we are looking for an experienced professional to lead MIRA's footprint within the physiotherapy space. You will have the tools necessary to achieve success. In order to be a successful leader at MIRA, you must be self-driven, passionate about success and have an ability to adapt, all while being focused on expanding your business.

This is a remote position that can be located anywhere within the specified geography. This is a commission-only position with the highest rate of commission in medical device. Additional commission offered during the Covid-19 pandemic and for quota attainment.

This selling territory includes all of Scotland. All communication and resumes must be submitted in English for consideration.

Responsibilities

Within the specified geography, the Independent Sales Representative is responsible for selling MIRA Rehab's entire portfolio. To achieve success, you must build relationships within the physiotherapy community, understand the technology and have a willingness to adapt in the current business climate. Each Independent Sales Representative is responsible for a quarterly-target and is rewarded with additional commission percentages when that number is achieved.

Requirements

- Experienced. You have previous sales experience, medical device or software preferred.
- Entrepreneurial. You must create opportunities to grow your business. Must be adaptive to the changing market.
- Motivated. You must be highly motivated and continuously strive for personal and professional improvement.
- Communication. Must always be professional when interacting with internal and external stakeholders
- Technology. Must have above-average computer capabilities. Proficient with Microsoft.
- Language. Most be fluent in English