**Quantum Specialist Required – South / South East / Home Counties**

As a market and world leader in innovative powered wheelchair design, a unique opportunity has arisen for someone with high levels of energy, drive and ambition to join our successful Quantum rehab Product Specialist team.

This fantastic opportunity will require determination, energy and focus and in return we will offer competitive salary, vehicle and other benefits including clinical training.

Focussing on the NHS but with a keen eye on the private healthcare sector, the ideal candidate will have been a powered wheelchair sales specialist focussed on rehab wheelchairs for some time, ideally over three years.

**Person Specification:**

* Self-starter, with the initiative to work on their own and with some industry contacts of your own;
* Energetic and determined, task and goal oriented focus;
* Specialist knowledge & experience of the power wheelchair industry. Including seating and positioning/specialist seating - specialist controls knowledge is highly advantageous;
* Knowledge and understanding of ISO 9001 is desirable;
* Knowledge and understanding of ISO 7176-19 and ISO13485 highly advantageous;
* Capable of answering technical queries and offering solutions across product ranges;
* Working in conjunction with the NHS and Private sector customers to provide prescriptive sales advice and conduction joint assessments and group demos;

* Meet targets and standards with a high degree of integrity and ethical conduct;
* Observe and report competitor activity, capable of representing Quantum as an expert;
* Maintain and develop existing client relationships, and developing new business with a view to maximising opportunities;
* Travel within the territory extensively – with some regular nights away from home, as the business needs arises – effective diary management skills;
* Maintain continual professional development, and identifying training needs as appropriate, liaising with line manager with training needs;
* Demonstrate excellent planning, organisational and time management skills with geographical understanding of the area highly advantageous;
* Demonstrate attention to detail, good verbal and written communication skills, excellent computer skills – Microsoft suite essential, experience with Share Point advantageous, OneNote and presentation skills highly desirable.
* Possess excellent knowledge of English, Math’s and IT skills;
* Reliability, honesty and a good level of physical fitness are pre requisites. Excellent team working skills, and the ability to work efficiently;
* Demonstrates empathy toward consumers of Quantum products.

**Job Specification:**

* Standard hours of work - 37.5 hours per week with an hour for lunch (unpaid) as required in pursuit of business needs, Monday to Friday 9.00am – 5.30pm (Subject to change)
* Focus on sales of Quantum powered wheelchairs and add on accessories
* Cross selling of other portfolio items we may introduce from time to time
* Involvement in product development, generating market research where applicable
* Developing service offering in line with business goals
* Proposing changes where applicable
* Offering excellent customer service – assisting when required all departments within the clients organisation and Quantum
* Develop clinical knowledge in relation to Quantum products, and business goals
* Work with private healthcare Occupational Therapists, Case Managers and NHS Service Managers and Occupational Therapists and any other function which may present as an opportunity to represent the Quantum brand
* 10-20 qualified meetings per week depending on content
* Whilst the above covers the main tasks and responsibilities of the position, the successful candidate will be expected to be flexible in their approach to assist with additional tasks when required.

**What is on Offer:**

* Competitive salary based upon experience
* Pension
* Operating hours 9.00-17.30 Mon-Fri – excluding travel time
* Support from the main factory in Bicester UK
* Training in manual handling and basic health and safety
* Quality work vehicle
* Quality laptop
* Quality mobile phone
* Demonstration stock as required
* Uniform
* Work training – as required
* Occasional international travel
* Freedom to develop the region
* Close knit team environment
* Continuous Personal Development

Apply by sending your C.V and cover letter to: [Tracy@pride-mobility.co.uk](mailto:Tracy@pride-mobility.co.uk) or

Mrs T. Bell

PA to MD

Pride Mobility Products Ltd

32 Wedgwood Road

Bicester

OX26 4UL

Closing Date for applications: 30th July 2015