

Product Representative

Southeast United States

Are you looking for an exciting position where you enjoy an incredible base salary, have a car allowance, earn great bonuses, and make a difference? Do you want to be an advocate for individuals living with disabilities, working to improve their independence? If so, then this opportunity was custom made for YOU.

Accessibility Services, Inc. (ASI) is the provider of the autoNoME, the world's most advanced, customizable, integrated environmental control and speech generating device on the market. Our mission is to develop and provide innovative assistive technology to enhance independence and increase the quality of life for individuals with spinal cord injuries or have been diagnosed with a chronic, progressive disease such as amyotrophic lateral sclerosis (ALS) or multiple sclerosis (MS). The autoNoME allows our customers to enjoy independence, have a voice, and be able to easily and comfortably access computer programs and the internet.

We are expanding our sales team and are currently conducting a nationwide search for a Product Representative to take over and handle all residential sales across the Southeast United States. The right candidate will be prompt, assertive, driven, a good listener, attentive and empathetic. If you are seeking an opportunity to do work that is rewarding, meaningful, and has a great compensation structure, we encourage you to apply.

Please visit our website: www.accessibilityservices.com

Product Representative Job Description and Responsibilities

- Evaluate potential end users of our autoNoME system
- Manage relationships with current residential accounts to ensure customer satisfaction and re-evaluate their needs as their condition changes and/or progresses
- Develop new business, perform product in-services, offer pricing and product information
- Generate revenue by promoting products and creating relationships with referral sources
- Communicate and meet with physical, occupational, and speech therapists as well as potential end users to evaluate and assess their needs
- Follow-up with leads to help build new business relationships
- Perform product in-services and provide product information to current and potential customers
- Manage customer satisfaction within the southeastern United States
- Communicate with ASI's service manager and installation/service technicians
- Assist with installations and service when necessary
- Provide weekly activity reports
- Document customer interactions in CRM (Zoho)
- Communicate with clients and end users to develop ongoing relationships and ensure positive experiences by all end users, caregivers, and their care team.

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Preferred Qualifications

- Two (2) years prior sales experience
- B.A. preferred
- Assistive Technology Professional (ATP) certification
- Understanding of the sales process and how it relates to business
- Excellent computer skills
- Exceptional organizational, written, and verbal communication skills
- Confident in ability to self-teach new skills
- Self-starter
- Attention to detail
- High level of integrity

Requirements

- Must reside within 50 miles of the Tampa International Airport in Tampa, Florida
- 80% - 90% travel; primarily M-F and home on weekends
- Provide own transportation – employee will be afforded a car allowance to cover travel in personal vehicle
- Provide driver's license and current certification of insurance for personal car
- Must be able to lift 50lbs
- Must be able to clearly speak and write the English language fluently to communicate with customers and co-workers
- Able to sit multiple hours while driving or flying while traveling to customers

Benefits

Salary – \$55,000 + commission + car allowance

Health – 60% of the premium is paid by Accessibility Services, Inc. Vision insurance is available; 100% of the cost is paid by the employee. Employees are eligible on the 1st day of the month following 60 days of employment.

Life - \$25,000 life insurance/AD&D benefit paid by Accessibility Services, Inc. with the option for employees to purchase up to an additional \$100,000. Employees are eligible on the 1st day of the month following 60 days of employment.

401k Profit Sharing Plan – Employee contributions up to \$18,000 with before-tax and/or after-tax Roth options; Accessibility Services, Inc. will make a safe harbor/profit sharing non-elective contribution up to 3% of your taxable income. Employees are eligible to participate in the plan beginning on January 1st or July 1st following one year of employment. Employee contributions and safe harbor contributions are considered 100% vested at time of contribution. Profit sharing contributions are 100% vested after three (3) years of service.

Vacation and Personal Time: Combines vacation/sick/personal days and accumulates bi-weekly (pay date) from date of hire. Year 1 is 8 days which is accumulated at 2.46 hours per pay. Years 2-5 is 13 days, accumulated at 4 hours per pay and 5 or more years is 18 days, accumulated at 5.32 hours per pay.

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Paid Company Holidays: New Years' Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day with the option of either day after Thanksgiving or Christmas Eve. (Subject to change from year to year)