NOW HIRING: Capital Account Manager - Midwest

Who We Are
Pure Processing was founded with the mission to make surgical instrument cleaning faster, safer, and more ergonomic for one of the most important departments in the whole hospital: sterile processing and endoscopy. By engineering & manufacturing equipment to support these objectives, we help hospitals deliver on the most sacred clinical promise: optimal patient safety & care.

What You'll Gain:
- A competitive salary + bonus opportunities.
- Full benefits, including 100% company paid short & long-term disability insurance, up to $50k in company-paid life and accidental death & dismemberment coverage.
- Employer sponsored medical, dental and vision insurance.
- A 401k plan with up to 4% matching.
- Generous PTO and company-paid holidays
- A high-growth company that values continuous learning, promoting from within, and new professional opportunities.

Who We Want
- **Certified Hunters:** You proactively seek out new sales opportunities and thrive on closing deals. You don't wait for doors to open — you knock them down. You have a validated history of hitting quotas.
- **The Organized Multi-tasker**: You juggle multiple opportunities and states with ease. Your peers envy how you easily stay on top of a large funnel of business while hitting deadlines.
- **A Passion for Processing**: You have deep respect for sterile processing and endoscopy. You learn continuously from your customers and enjoy being both a consultant and a student in the field.
- **High Impact:** You hit Quota, think creatively, and spend as much time planning & organizing as you do in the selling process.
- **Confidence**: You develop your professional skills to be the next best version of yourself.
- **An Iron-Willed Persistence**: Climbing mountains is fun! You find Solutions for challenges and are comfortable always being a little bit uncomfortable.
- **Total Teammate**: You have top-notch communication with coworkers & Clients. Your follow-up and follow-through is impeccable.
- **Tech-savvy Strategist:** You love data. You dive into reports, trends, and customer insights to build targeted, informed sales strategies.

Job Description

The **Capital Account Manager** is responsible for managing and growing a defined sales territory and maintaining an ongoing pipeline of capital sales in their area. They may split time between working at a home office, and traveling to their territory to perform on-site visits, demos, in-servicing, consultations, and other related services for customers.

Your Location: Major Midwest hubs preferred, including Chicago, Indianapolis.
Your Territory: Chicagoland, IN, MI, OH, KY, TN.

What you'll be doing:
- Builds and maintains a capital sales pipeline for their territory, and meet assigned sales quotas within targeted time frames
- Identifies challenges, consults customers, and provides recommendations for solutions
- Generate leads and qualifies prospects
- Performs in-services, demos, on-site visits, consultations, and other related services for customers
- Works with sales and marketing teams to create campaigns and promotional programs
- Periodically attends local and national shows
- Uses digital and social selling to interact with clients and close sales opportunities; will leverage social media and digital selling in their sales process
- Prepares sales reports and analytics on periodic basis, reports results against quotas
- Keeps up to date with industry guidelines, knowledge, and trends in instrument reprocessing

Skills & Requirements

- 5-7 years of validated sales performance in meeting quotas, targets
- Experience working with sterile processing, endoscopy, infection prevention, and/or OR professionals
- Capital equipment selling cycle experience
- Savvy digital/social media seller; willing to become an expert if not already
- Expert-level phone, communication, and follow-up skills
- Knowledge of Salesforce, and Microsoft Office applications required
- Highly proficient in virtual selling: using Zoom, Microsoft Teams, etc

Key Metrics:

- 5 exploratory Customer Consults a week
- Capital sales revenue
- Unit Sales
- Capital lead generation

For more information or to apply, contact **Megan Litoborski, HR Manager**, **at (877) 718-6868**, or by e-mailing **mlitoborski@pure-processing.com**.