

## Sales Team

The goal of the European Medical Group is to become *'The go to place for healthcare professionals in Europe by 2025.'* The reason for this and the reason we are in business is *'To challenge and equip everyone to be the best they can. We want to build our Brand to be **Energetic, Trusted, Progressive, Open-Minded** and **Best in Class.**'*

We work and live by the following values and want everyone that works here to do the same.

**E**ntire buy in - Everyone has **loyalty** to our vision, values, culture, and the long-term goals of EMG. We are committed to doing so in a **positive** and **passionate** way.

**M**ake sure you are self-reliant - We all need to be **proactive** and responsible for our own actions. This will lead to an **inspiring** place to work that we are all **proud** of.

**G**o the extra mile - Always give your best performance, this will create a team that is **different** to anything else, full of **hard working, gold medal winners.**

### **Role Details:**

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**Days of Work:** Monday - Friday

**Working Hours:** 08:30 - 17:00

**Reports to:** Sales Manager

**Department:** Sales

**Place of Work:** European Medical Group Ltd t/a European Medical Journal  
City of London

### **Duties:**

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- Can you learn EVERYTHING there is to know about the industry, your clients and our competitors?
- Do you want to travel Europe? Can you represent the company at exhibitions, events and congresses?
- Are you charming? Can you maintain and develop relationships with existing customers and win over new ones?
- Can you SELL!? Advise clients on forthcoming product developments and special promotions? Negotiate to get your client the best deal possible?
- Could you review your own performance and meet all KPIs. The reward? Uncapped commission!

### **What's in it for you?**

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- Amazing progression opportunities within the company
- Simple and totally uncapped commission structure
- International travel!
- Quarterly offsite planning days
- Summer Ball and awards night
- Fun monthly incentives for meeting targets
- Company wage with increases after employment milestones
- Exciting and growing industry
- Ongoing coaching and training
- Positive and supportive work environment
- Central London location
- Opportunity to make huge amounts of money!

**If this sounds like you, apply now!**

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- Bachelor's Degree
- 1+ years telesales experience
- Confident and an excellent communicator
- Quick-thinking, positive and persuasive
- Target driven
- Ambitious and uses initiative
- Lives the EMJ Values

What are your goals for your career? For yourself? At the European Medical Journal, we will give you the guidance and training to make them possible - but do you have the drive to make them happen?