

# Product Specialist / Business Development Manager

Independent Living Specialists (ILS) is Sydney's leading provider of medical and home care equipment for the hospital and the home care sector. Since our inception we have continually strived to provide an exceptional experience every time for our customers, the medical professionals and their patients.

What's in it for you?

Your base will be between \$65,000 - \$75,000 + super + \$6,000 car allowance + fuel and tolls + uncapped commission structure, \$90k OTE. You will have the opportunity to join a niche market leader from within the healthcare industry with a well respected and well known brand name.

You will be given flexible working hours, a supportive team environment and a great work culture.

What you will be doing:

As a Product Specialist / Business Development Manager you will be educating and selling a range of products to both public and private hospitals, as well as the private sector. You will be responsible for growing an existing network of clients as well as targeting and ultimately winning new business opportunities, focusing on increasing market share across your area.

Your position will allow you to interact closely with clients and providing feedback and assistance with development of strategies to market.

To apply for this role, you must have:

- A proven track record in Business Development
- A results oriented sales approach
- Strong client focus/care
- A history of achieving sales budgets consistently
- Excellent communication skills, both written and verbal
- Exceptional organisational and time management skills

You will be highly regarded if you also have:

- Experience selling equipment in the medical/healthcare industry
- A Degree or Tertiary qualifications, ideally in occupational therapy or physiotherapy or a similar related field

ILS is a growing company that has a huge amount of scope with great opportunities. The successful candidate will be innovative, energetic and love to see people around them develop and succeed.

If this role interests you, please contact Fiona Bayliss (HR Manager / Occupational Therapist)

Email address: [fiona@ilsau.com.au](mailto:fiona@ilsau.com.au)

Phone number: 02 99361122



**INDEPENDENT  
LIVING SPECIALISTS**