

PRISM MEDICAL UK



Job Title: Sales Assessor
Reporting to: Assessor Performance Manager
Location: South Yorkshire and Surrounding Area

JOB DESCRIPTION

Main responsibilities will be to attend joint appointments with Occupational Therapists, Care Workers and Health Professionals to assess individuals and survey properties for the correct use and installation of Prism Medical products. These include Ceiling Track Hoists, Slings, Moving & Handling products, Shower Chairs, Mobile Hoists, Standing Aids, Stair Lifts and Vertical Lifts.

These assessments and surveys will mainly be conducted in domestic dwellings but the need to attend schools, hospitals, care homes and other commercial properties will be necessary.

It will be expected to complete 4 to 5 appointments per day that are booked directly by the relevant Diary Management scheduling team within a regional postal code area that meets the needs of Prism Medical customers and authorities. This area may be subject to change at any time dependant on work rates, lead times and customer requirements. An appropriate company vehicle will be provided that meets the needs of the position held.

All relevant paperwork and quotations are required to be submitted on a daily basis to the office by email so working outside of regular office hours to complete outstanding documentation is expected to fulfil customer expectations.

The Assessor position is not a direct sales role but more a consultancy/advisory position for our customers and health professionals however there will be requirements to work closely with the Area Sales Advisors to increase business opportunities where possible within the region.

The position is a hand's on customer facing role that requires working with and handling disabled and vulnerable people including children. There will be requirements to fit slings and other moving and handling equipment to individuals to determine the correct style and size of products along with demonstrating good moving and handling techniques. All necessary training and equipment will be supplied by Prism Medical.

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MANDATORY DUTIES & RESPONSIBILITIES

- To conduct full site surveys of properties for the installation of all Prism Medical and other manufacturers fixed equipment including ceiling track hoists, stair lifts and through floor lifts.
- Completing full detailed and legible on site drawings to the appropriate scale when required of individual properties at each survey to enable a successful fixed equipment installation first time.
- To complete basic electrical checks at property site surveys including visual earth bonding inspections to enable successful installations of fixed equipment electrical outlets to be carried out.
- Completing and submitting all relevant Prism Medical assessment/survey paperwork within the requested timescales permitted for quotations to be sent to customers.
- Liaising closely with all relevant individuals and departments to enable a smooth transition of services and product installations to Prism Medical customers.
- To physically access and visually inspect all loft spaces and trussed roof constructions to ensure fixed equipment installation feasibility where required.
- To positively and confidently represent the company at all times when out in the field.
- To correctly identify all customer needs and requirements and successfully prescribe working solutions and equipment.
- To update electronic diary entries and appointments on a daily basis for internal review.
- To take out various pieces of equipment for assessment when required including mobile hoists, standing aids and gantry systems and to assemble/disassemble the equipment on site to conduct product demonstrations and assessments.
- Moving and handling of disabled people when required.
- Reporting all relevant leads and sales opportunities to the relevant sales teams and Area Sales Advisors.
- Working closely with the Area Sales Advisors to help grow regional business and create new opportunities.
- Attending exhibitions and product evaluation days.
- To work closely with the Area Sales Advisor in line with the group strategy to deliver sales growth and develop new product sales and opportunities.
- To accommodate travelling out of the regional area if needed to provide coverage, assist colleagues and reduce lead times where necessary.



SKILLS & ATTRIBUTES

Essential:

- Flexible approach to work and working hours.
- Previous experience within the health care industry.
- Previous experience with disabled equipment including stair lifts.
- Ability to work to deadlines.
- Customer liaison skills in sensitive situations.
- Excellent communicational skills both written and verbal.
- Empathy and understanding to others needs and requirements.
- Full drivers licence.
- Be able to work under own initiative and manage your own workload.
- To be able to work as part of a team.
- To be pro-active, focused and driven.

Desirable:

- To have current or previous stair lift product knowledge.
- Ability to use scaled measurement devices.
- To have structural knowledge and understanding.

Prism Medical UK are an equal opportunities employer.