



HEALTHCRAFT

JOB DESCRIPTION

ARE YOU OUR NEXT
REMARKABLE TEAM MEMBER?



EVERY SPACE
A SAFER PLACE

Business: HealthCraft Products
Home Medical Assistive Products Manufacturer

Who is HealthCraft:

HealthCraft Group is a leading Canadian based designer and manufacturer of fall prevention safety solutions for loved ones at risk of a fall in their living space. You will find our products worldwide in over 25 countries helping millions of loved ones daily to protect and extend their potential. Put simply, we are on a mission to make every space a safer place.

Our Core Purpose:

“To protect and Extend Human Potential”. We are committed to being the best organization on planet earth at connecting passionate people, progressive ideas and effective product solutions to end the epidemic of preventable fall injuries and deaths in the living spaces of the world.

Our future is bright:

HealthCraft is in growth mode and building for the future, which is where you come in. We are searching for a **B2B Sales and Business Development Representative** who was born to sell and is hungry for the challenge of growing our direct-to-business revenue and experience. Buckle up, the position is fast paced and demanding with expectations that you fit and thrive within our unique HealthCraft culture. Come to work everyday knowing that what you do matters. HealthCraft changes lives, let it change yours. If you think you fit and have grit, continue reading.

We need a B2B Sales and Business Development Representative:

- Only apply if you are a superstar, sales "HUNTER" who likes to win
- Only apply if you are an overachiever AND ***you can prove it***
- Only apply if you are a master of the phone
- Only apply if you are a creative problem solver
- Only apply if you believe you can make a difference by enriching the lives of families by achieving our core purpose
- HealthCraft is in the business of fall prevention but we don't hire backgrounds – ***we hire top producers***
- If you have the right stuff we will know

Call to Action (when you apply):

Along with your resume include up to a 200 word paragraph telling us why you are the best candidate for this position, why are you a superstar. As a Sales and Business Development Representative what is your personal elevator pitch.

We want you to:

Sell and exceed weekly sales targets.

How:

If you are a B2B Sales and Business Development Representative Superstar, we know that you know what it takes to exceed sales targets.

- Expand our customer base throughout the United States and Canada
- Deliver the best customer experience to new and existing customers
- Work closely with the Marketing Team to refine and qualify leads
- Targeted cold calling, prospecting through strategic networking, leveraging referrals, persuasive pitching, winning new business and / or growing existing business
- Close sales
- Know the competition and be better
- Elevate and maximize our CRM tools
- U.S. and Canadian travel may be required

Total Compensation & Care:

- **Salary and Performance Awards:** Superstars can earn \$75,000 + per year depending on sales production
- **Professional Development:** We will work together to provide continuous learning and development opportunities
- **Informal training:** Personal development one-on-one & group coaching/mentoring from our C.O.O., leadership team and outside experts on topics such as health & wellness, communication & personality type awareness (DISC), organizational skills
- **Health Insurance:** A comprehensive Employee Benefit Program which includes; Health, Dental, Vision, and confidential Employee Assistance Program (EAP) which includes mental & financial health planning & counseling for you and your family
- **Income Protection:** Long term disability, life insurance and discretionary sick or personal time
- **Paid Time Off:** 4+ weeks: provided as 15 Vacation Days, 3 Paid HealthCraft Personal Days & 3 Common Paid Team Days
- **Paid Statutory Holidays:** 9 Days
- **Social Time:** Frequent Team events such as Live Music Jam sessions, personal development training, Coffee & Donut “meet your team mates” sessions, Team BBQ’s and lunches, Pancake Breakfasts, & Team Spirit Activities.
- **Volunteer Time:** We believe that we are only as strong as the community we serve, we will provide support for volunteer time where required to assist you in achieving your philanthropic goals
- **Team Services:** We are a community that looks for opportunities to help with making your life work balance better
- **Parking:** free on-site parking

- **Meaningful and Challenging Work:** An opportunity to work and grow with one of our industry's top awarded, most innovative companies; one that is making a difference in millions of lives
- **Curated intentional Culture:** A remarkable and intentional organizational culture focused on learning, growth, engagement and communication

Workplace Environment:

- Work onsite, in office
- Monday to Friday, 9:00 am to 5:00 pm
- Office in a Manufacturing Environment
- Disciplined / Lean Manufacturing / Quality Assurance ISO13485:2016 workplace
- Team Culture; Core Purpose and Core Value driven culture with a monthly measured world class attained employee net promoter score. (eNPS)
- < 50 Employees

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Our Core Values:

- New Day. New Ideas: Continuous Improvement
- Keep Giving. Keep Growing: Teamwork
- Small Detail. Big Impact: Quality
- Say hello. And then some: Care

Our Brand Promises:

- You will find a thoughtful, professionally curated collection of products that are effective and actually work
- Your living space (and you) will be made safer, and...
- We will help you figure out the details with a collection and community of knowledge to guide you

HealthCraft promotes the principles of diversity and inclusion. We encourage applications from women, people with disabilities, Aboriginal peoples and persons of all races, ethnic origins, religions, sexual orientations, and gender identities and expressions. HealthCraft provides accommodation during all parts of the hiring process, upon request, to applicants with disabilities. If contacted to proceed to the selection process, please advise us if you require any accommodation.