



Region Manager/Sales Representative – New England States

Job Description

Gain new participants/Members in the HPS program through the cold-call selling process and relationship management. Retain current participants/Members in the HPS program. Explain HPS program value to prospective and current participants/Members by demonstrating procurement savings available from the resources provided by HPS. Assist in maintaining database of membership information. Gain and maintain knowledge of the HPS program offerings. Seek information on relevant news and issues related to the health care, senior living and education industries.

Requirements

Territory responsibilities will cover: Connecticut, Massachusetts, Maine, New Hampshire, New York, Rhode Island.

College education required, with bachelor's degree in marketing or business-related studies preferred. Self-starter with ability to work without supervision. Willingness to travel. Knowledge of Microsoft Office Suite software and the internet.

Company Profile

Established in 1949, HPS is a group purchasing organization that provides competitive contracts/pricing on essentially everything our Members need to operate their organizations. Our Members are largely in the education, senior living and medical fields. In addition to our core contract offerings, we provide dealership pricing on furniture, finishes and equipment, which is complemented by interior design services.

Our mission is to help our Members realize their goals and financial objectives. This includes savings on cost of goods, reduced time staff needs for procurement, reduced transaction costs with prime vendor relationships, and expert knowledge on market costs and trends. The volume through our contracts was around \$850 million last fiscal year; our membership has grown 21% in the past five years.

HPS offers a competitive salary, bonuses, car allowance and comprehensive benefits package.

Email your cover letter and resume to jobs@hpsgpo.com.