



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/03

Sales Coordinator - Indigenous Relations

Job ID	8D-A8-2F-22-68-93	
Web Address	https://careers.indigenous.link/viewjob?jobname=8D-A8-2F-22-68-93	
Company	HME Home Health	
Location	Richmond, British Columbia	
Date Posted	From: 2023-03-03	To: 2023-08-30
Job	Type: Full-time	Category: Health Care
Job Start Date	As soon as possible	
Languages	English Required	

Description

HME Home Health Ltd

Sales Coordinator - Indigenous Relations

March 2023

HME Home Health Ltd (www.hmebc.com) is a rapidly expanding leader in the Home Medical Equipment Industry, providing quality mobility and healthcare products. The Sales Coordinator - Indigenous Relations works alongside our Sales Team Members to assist therapists and other medical professionals in providing mobility and accessibility solutions to clients at home or in other living environments such as hospitals or long-term care facilities. This position has a specific focus on working collaboratively with our First Nations Clientele. Working closely with our First Nations Community Partners and Funders (FNHA, Jordan's Principle, etc.), you will work effectively, respectfully, and knowledgeably to ensure that our First Nations communities receive high-quality, culturally-sensitive care solutions.

We are looking for a talented candidate to join our growing team as a Sales Coordinator - Indigenous Relations in our Lower Mainland offices.

Reporting to the Lower Mainland Sales Manager, our ideal candidate is professional and committed to upholding the highest standards in Rehabilitation Consultation.

We are looking for a candidate who is passionate about the home medical equipment industry, knowledgeable of First Nations cultural care traditions, experience with Indigenous engagement, has a history of success, and wants to work for a growth-oriented company providing outstanding service to our clients. We provide a friendly team-orientated environment with opportunities for advancement.

Responsibilities:

Reporting to the Lower Mainland Sales Manager, your job duties at HME include:

- Assist with business opportunities, including possible partnerships with Indigenous Communities.
- Liaise with First Nations Community Health Coordinators and other medical staff to meet clients' equipment needs.
- Provide ongoing collaboration with funders such as FNHA and Jordan's Principle to provide quotations, paperwork submissions, and follow-up to ensure First Nations clients receive equipment in a timely manner.
- Coordinating with Sales Team on appointments, managing calendar, and schedule.
- Delivering and picking up new and trial equipment to clients and therapists.
- Liaising with therapists on deliveries and orders
- Handling trials/appointments as required
- Assisting Seating & Mobility Consultants as required and following their directions
- Assisting with marketing events
- Setting up client equipment in homes/facilities
- Helping with chair setups and adjustments as required
- Assisting the Sales Team with quotations for clients
- Arranging trials and paperwork and following up on overdue trials
- Handling orders and following up on purchase orders
- Attending and organizing in-services and trade shows
- Assisting the Sales Manager & President of Sales on any projects as required

Requirements:

- Post-secondary education - Health Science or Kinesiology background is an asset
- Demonstratable engagement experience with First Nations communities
- An acute awareness and understanding of culturally-sensitive Indigenous care traditions
- Experience with First Nations Funding Organizations such as FNHA and Jordan's Principle, is an asset
- Medical or rehabilitation training, mobility equipment sales, or capital equipment sales experience is an asset
- Excellent communication and presentation skills
- Helping and willing to assist customers in making the right decision
- People person
- Exceptional networking and relationship-building skills
- Ability to lift 50lbs and work with hand tools
- Willingness to learn new products
- Microsoft Office experience

How to Apply

Please email your cover letter and resume to patti.channon@hmebc.com

HME is prepared to train the right candidate on medical products, but a background in sciences is preferred. We encourage applications from qualified First Nations, Inuit, and Metis individuals.

If you are a result-oriented candidate who possesses the necessary professional and people skills and a proven track record of success, please email your cover letter and resume.

We thank you for your interest; however, only candidates selected for an interview will be contacted.