



## **Exciting Career Opportunity with Aidacare:**

### **Customised Rehab Equipment Consultant / Sales**

Aidacare is a leading national provider of equipment and related services for the health and aged care industries.

We are seeking to appoint an experienced equipment consultant / sales professional to join our Customised & Specialised Equipment (CASE) team based at our Brunswick office.

This is the ideal opportunity for an individual already within the industry looking to stand out from the pack, to provide the ultimate equipment solution for our clients, to enhance lifestyle and improved healthcare outcomes.

You may be an Occupational or Physio Therapist, Rehab Engineer wanting to be actively hands on in developing the ideal mobility base and seating script.

You may already be employed with a similar service provider, but seek the opportunity to work within the best in the business. To build on your skills and open the doors to enhanced career options.

We provide full equipment mechanical and assembly support, enabling our CASE team to focus on our key clients 1.) the healthcare prescriber and 2.) the end user client.

All applicants should view our website [www.aidacare.com.au](http://www.aidacare.com.au) to grasp the total range of products and services that our Sales Consultants are responsible for supporting in the marketplace.

Aidacare are a contracted / authorised provider for all industry funding bodies nationally. Our CASE teams located in 5 states across the country enjoy professional independence while working within a large support / peer group.

The right person for this position will be a confident, well presented individual that can seek the right solution for our clients and build future business. This person will be a strong networker, with empathy for the elderly and disabled, and will be able to connect with our diverse client base.

Based at our Brunswick office, the successful applicant will be responsible for servicing a customer base / sales territory in Metro Melbourne including all major hospitals and rehabilitation facilities. Additional customer base may include public and private hospitals, community residential units, allied health professionals (OT & Physio), private clients and Reseller Partners.

To be considered for this position you must display the following attributes:

Relevant industry experience of at least 2-years (favourable consideration will be given to rehab sales, therapist, allied health assistant, physio or nurse) .

**'We care for your care'**



Self motivated, of robust health & energetic with the ability to safely manage heavy items of equipment  
Technical aptitude for repairs in the field  
Strong written & spoken communication skills  
Customer service orientated & solution focused  
Ability to work with all levels of decision makers including funding bodies, prescribers and end-users of equipment.  
Current valid driving licence (manual)

In your role you will be provided with:

A fully maintained company vehicle  
Work phone (BlackBerry)  
Work laptop  
Relevant Training

Immediate start opportunity for the right individual.

Applications and any questions regarding this role should be forwarded to:

Shane Walker  
General Manager Sales & Marketing  
Aidacare  
Ph: 03 9384 1846  
E: [swalker@aidacare.com.au](mailto:swalker@aidacare.com.au)

**'We care for your care'**

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