



P L E G A
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PLEGA Healthcare -Sales & Business Development Representative

Location: Melbourne or Sydney

Join PLEGA, a Growing Leader in Assistive Technology

Are you a driven sales professional looking to make a real impact in people's lives? PLEGA Healthcare is a leading provider of innovative assisted living solutions, helping seniors and individuals with mobility challenges live safely and comfortably. With 40 years of experience, we are expanding our reach and seeking a Sales & Business Development Representative to drive growth and build relationships in the Melbourne or Sydney market.

Role Overview

As a Sales & Business Development Representative, you will:

- Identify and develop new business opportunities within the healthcare, senior living, and home health sectors.
- Build and maintain strong relationships with key decision-makers and industry professionals.
- Present and demonstrate PLEGA's cutting-edge assisted living products to potential clients.
- Ensure exceptional customer satisfaction.
- Collaborate with marketing and product teams to develop targeted sales strategies.



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- Stay informed on market trends and industry developments to identify opportunities for growth.

Key Requirements

- Proven experience in sales, business development, or account management (experience in healthcare, senior care, or medical product industries preferred).
- Strong relationship-building and negotiation skills.
- Ability to confidently present and demonstrate products to industry professionals.
- Highly motivated, results-driven, and able to work independently.
- Understanding of healthcare solutions or assistive living products (preferred but not essential).
- A genuine passion for helping people and improving the lives of individuals who rely on assistive technology.

What We Offer

- Competitive salary with performance incentives
- Company-provided laptop and essential tools
- Ongoing professional development and training
- Opportunities for career advancement as the company grows
- A supportive and collaborative team environment



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How to Apply

If you are passionate about helping people live safer and more comfortable lives, we encourage you to apply. **Please submit your resume and cover letter to careers@plega.com.au.** We look forward to hearing from you.