

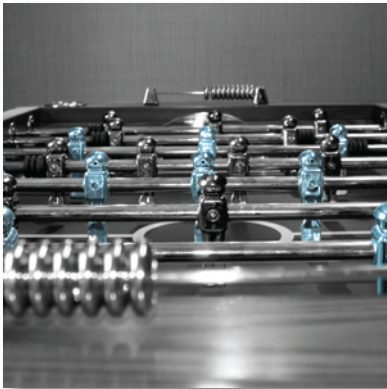


Xoran Technologies, Inc.
309 N. First Street
Ann Arbor, MI 48103
www.xorantech.com

We are looking for **interesting, enthusiastic, intelligent** people!

Xoran Technologies, Inc. designs and sells small, easy-to-use computed tomography (CT or CAT) scanners for point-of-care imaging by medical specialists.

Xoran is consistently seeking out highly skilled, dynamic people to help expand the company. We are currently looking for a Regional Sales Manger to join the Xoran team. If you are interested in an opportunity to work at an innovative company, please let us know!



Regional Sales Manager - Northwest US

We are looking for a dedicated & eager candidate to begin their sales career at Xoran. This entry-level position is a great opportunity for a recent college graduate to gain a proven track record selling complex capitol equipment into a highly competitive market.

Responsibility

- Perform prospecting of new leads, qualifying of existing prospects and closing sales.

Requirements

- Mature, creative, highly motivated, resistant to stress, flexible, and decisive.
- Ability to successfully apply the Miller Heiman Conceptual / Strategic selling process and strategy.
- The ability to communicate persuasively, both orally and in writing.
- Tact, good judgment, and exceptional ability to establish and maintain effective personal relationships with potential customers.
- Very proficient in using computers, smart phones, etc.
- Goal oriented, persuasive, and able to work well both independently and as part of a team.
- Pleasant personality and appearance, and the ability to communicate well with people.
- Excellent time management skills, patience & perseverance
- Ability and willingness to work long hours and travel extensively. "Face time" with customers should be the primary focus and should easily exceed 50% of all working hours.
- Ability to consistently extract referrals from existing customers.

Additional Information

- Base salary of \$40,000 with sale based commission
- Visit our website, www.xorantech.com, for more details!

TO APPLY, email your resume to careers@xorantech.com

Xoran makes the complex **simple.**[™]