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| NC_newlogo_320rgb_hires.jpg | **North Coast Medical Inc.****Job Description** |
| **Title:** | Sales Representative | **Reports to:** Sales Manager |
| **Position Summary Overview:** The Sales Representative will be responsible for generating new business and growing existing accounts in a highly-productive inside sales environment. We are seeking ambitious and enthusiastic sales professionals who are ready to accommodate the company in rapid growth. We seek sales professionals with experience in medical and/or the rehabilitation industry**.** |
| **Essential Functions & Position Responsibilities:** * Generate new and repeat sales by providing product and technical information in a timely manner by determining customer requirements and expectations.
* Proactively present products, services, price, in accordance with standard procedures and customers’ profitability profiles
* Increase sales and average order size by means of cross-selling, up-selling, add-on sales and offering promotional sale items
* Educate customers about terminology, features and benefits of products in order to improve product related sales and customer satisfaction
* Document all sales activities in company CRM database.
* Manage time effectively, meet sales goals and work effectively with team
* Communicate with management regarding business issues affecting customer satisfaction.
* Demonstrate ability to work as a team member in order to meet department and company goals.
* Maintain a professional image and ability to meet agreed deadlines.
* Follow established attendance guidelines.
* Demonstrate attentiveness and comprehension at all meetings, tradeshows and product trainings.
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| **Position Requirements & Qualifications:*** 2-5 years of experience in medical/rehabilitation or similar industry
* Strong knowledge of the selling process, including ability to articulate and influence
* Proven sales record and success driven
* Travel to Tradeshows and flexible work shift
* Bachelors level degree in business communication, or equivalent knowledge and experience with 2 to 4 years experience as a customer service representative
* Excellent written and verbal communication skills, proficiency in Microsoft Office
* Proven leadership with high energy and determination, detail oriented, and positive attitude
* Able to quickly comprehend features of our service and relate them to specific needs of each customer.
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| **Hours:** Full Time/Non Exempt (work hours to be determined) | **Salary**: Based on experience |