

Inside Sales Representative

GENERAL SUMMARY

The Inside Sales Representative has a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You will make dozens of outbound calls daily, work with our channel partners, generate interest for our portfolio, qualify prospective customers and close sales.

Ohio Medical is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.

KEY RESPONSIBILITIES (Include but not limited to)

- Source new sales opportunities through outbound calling to current customers and prospects and inbound lead follow-up.
- Communicates routinely with customers and prospects to identify appropriate contacts, qualify and drive leads through the sales pipeline.
- Understand customer needs and requirements.
- Close sales and achieve quarterly quotas.
- Research accounts, identify key players and uncover customer needs.
- Maintain and expand your database of customers and prospects.
- Team with product management partners to build pipeline and close deals.
- Perform effective follow up on orders missing key strategic articles.

REQUIREMENTS FOR THIS POSITION

a. Professional Experience

- 3-5 years' sales experience
- Medical Device industry preferred
- Knowledge of CRM software and MS Office
- Understanding of sales performance objectives
- Excellent communication and negotiation skills

b. Education

- High School Diploma or equivalent required
- Bachelors' Degree preferred

c. Language

- English

d. Travel (estimated % of time)

- Domestic approximately 0 – 5%

PERSONAL TRAIT PROFILE

- Proven inside sales experience
- Exceptional verbal communication skills
- Excellent active listening skills
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with Salesforc.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentations skills
- Ability to multi-task, prioritize, and manage time effectively

KEY RELATIONSHIPS

a. Internal

- Reports directly to National Sales Director
- Direct Reports include:
 - None
- Sales Management
- Customer Service

b. External

- Customers