



<b>Job title</b>	<i>Inside Sales Representative</i>
<b>Reports to</b>	<i>Senior Marketing &amp; Inside Sales Manager</i>

### **Job purpose**

An inside sales representative will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of outbound calls per day, working with our channel partners, generating interest for our portfolio, qualifying prospective customers and closing sales.

### **Duties and responsibilities**

We are seeking a talented and competitive Inside Sales Representative that thrives in a quick sales cycle environment. Duties and responsibilities to include, but not limited to the following:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Perform effective follow up on orders missing key strategic articles

### **Qualifications**

Qualifications include:

- Proven inside sales experience
- 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 Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent

### **Working conditions**

Inside Sales Representatives will work from our corporate office in Gurnee, IL and participate in a competitive, high energy, metrics driven sales environment.

**Please send your resume to:  
[HRresume@ohiomedical.com](mailto:HRresume@ohiomedical.com)**