

Job Title: Inside Sales Representative I

Main Purpose of the Role

Inside Sales Representatives will be responsible for achieving sales goals and other objectives for all assigned products. You will collaborate with Supervisors, Sales Management, Marketing, Field Sales Representatives and Distributors to grow the business among current and new customers. This role will also help educate patients on product clinical benefits so that they are well informed about moving forward with the prescribed technology.

Key Responsibilities:

- Meets and/or exceeds sales goals and quotas assigned by Bioness.
- Builds and strengthens relationships with our customers, inside and field sales, service representatives, distributors and sales/marketing leadership.
- Adheres to the Inside Sales Processes and directives set by the Director of Inside Sales.
- Works with the Director of Inside Sales and Supervisors to develop business plans for the assigned products to meet or exceed assigned financial sales and marketing objectives.
- Accurately manages book of business utilizing CRM and Call Center applications.
- Become an expert on the applicable Bioness products and accurately communicates capabilities to existing and potential customers in a consultative manner.
- Maximizes use of available information technology and other materials or programs to meet or exceed assigned sales targets.
- Develop working relationships with individual insurance providers, alternative funding sources, government payers, and Care Credit to maximize win rates.
 - Depending on team assignment, may also be responsible for managing all aspects of proactive/reactive supply and warranty sales for capital and DTC customers, capital PO generation and order processing as well as international business support.
- Completes all required training in a satisfactory and timely manner.
- Holds oneself and others accountable to conduct business in a manner compliant with Bioness' Code of Compliance, policies and procedures and internal controls applicable to their role.
- Manages inbound and outbound calls, using professional and proactive client service skills with call control techniques.
- Promotes current marketing campaigns and understands the necessity of Bioness products.
- Other duties as assigned

Education and Experience (Knowledge, Skills & Abilities)

- BS degree preferred and/or relevant experience
- Experience in sales (inside or outside) where you were responsible for achieving assigned targets.
- Preferable experience working in the medical industry via pharmaceutical, biotech, or medical device.

- Hands on experience with CRM, ERP, Call Center software and Microsoft 365.
- Proven success in achieving sales objectives.
- Dynamic, driven and results-oriented with well-developed communication skills.
- Adaptable to a fast-paced, collaborative, high-growth, changing environment.
- Strong persuasion/negotiation skills
- Proven ability to maintain a high level of client satisfaction.

Place in the Organization:

Reports to: Manager of Inside Sales as part of a team of 25+ Inside Sales Representatives