

TZ Medical
Job Description

Job Title: Inside Sales Representative

Reports To: Inside Sales Manager

FLSA Status: Exempt

Duties and Responsibilities include the following. Other duties may be assigned.

1. Conduct outbound prospecting via phone, email, CRM, and social media to generate and qualify new sales leads.
2. Identify and qualify potential customers by assessing their needs, budget, and decision-making authority.
3. Deliver compelling sales presentations and product demonstrations to prospects and clients remotely.
4. Build and maintain a robust sales pipeline by consistently adding and nurturing qualified opportunities.
5. Negotiate pricing and initiate contract pricing to successfully close sales and achieve revenue targets.
6. Follow up on leads and open opportunities to move deals through the sales cycle.
7. Accurately update and manage customer information, interactions, and deal status in the CRM system.
8. Maintain minimum weekly activity metrics of calls, revenue line items and emails.
9. Meet or exceed monthly, quarterly, and annual sales quotas and key performance metrics.
10. Handle customer objections and concerns effectively while positioning the value of products/services.
11. Upsell and cross-sell additional products or services to existing customers to maximize account value.
12. Collaborate with regional managers, outside sales, and marketing teams to align on strategies and handoffs.
13. Stay current on product features, industry trends, competitor offerings, and market conditions.
14. Provide timely and accurate sales forecasts and activity reports to sales leadership.
15. Deliver exceptional customer service throughout the sales process to build long-term relationships.
16. Participate in ongoing sales training, product workshops, and team meetings to continuously improve performance.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/Experience:

Bachelor's degree (B. A.) from four-year college or university; and two to three years related experience and/or training; or equivalent combination of education and experience.

Language Ability:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Math Ability:

Ability to work with mathematical concepts such as probability and statistical inference, and fundamentals of plane and solid geometry and trigonometry. Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.

Reasoning Ability:

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Computer Skills:

To perform this job successfully, an individual should have knowledge of word processing software; spreadsheet software and contact management systems.

Special Skills:

Self-discipline

High work ethic

Character

Excellent organizational skills

Strong interpersonal skills

Multi-tasking

Initiative

Strong leadership ability and team association skills

Excellent written, oral and presentation skills

Strong computer skills

Certificates and Licenses:

Valid Driver's License- Must meet insurance underwriting requirements

Work Environment:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is occasionally exposed to outdoor weather conditions and risk of electrical shock.

The noise level in the work environment is usually moderate.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Compensation: Competitive base salary plus performance-based commission.

Compensation is commensurate with experience.