

# Job Description

<b>Job Title:</b>	Clinical Inside Sales Representative	<b>Revision Date:</b>	8/4/2022
<b>Work Location:</b>	Anywhere NA		
<b>Department:</b>	Sales		
<b>Reports to:</b>	Clinical Sales Director NA	<b>FLSA Status:</b>	Exempt
<p><b>Summary:</b></p> <ul style="list-style-type: none"> <li>The Clinical Inside Sales representative develops relationships in new and existing accounts using our clinical line of instrumentation. Communication with customers will be done through telephone, email, chat and social media to generate leads that will mature into sales bookings. The Clinical Inside Sales representative will maintain leads, in our CRM, from incoming calls, tradeshow, AI website and follow up on these inquiries to ascertain the quality of each lead. This individual will also support our direct sales organization for further business growth.</li> </ul>			
<p><b>Essential Functions:</b></p> <ul style="list-style-type: none"> <li>Prospect, qualify, and develop new business opportunities. Qualify and drive leads through the sales pipeline.</li> <li>Nurture relationships with customers and opinion leaders</li> <li>Customer outreach via social media, telephone, and email contacts to generate new opportunities</li> <li>Expand existing customer base by targeting accounts who do not currently have an osmometer in the lab or upgrading existing customers.</li> <li>Generate new opportunities</li> <li>Follow up on leads from trade shows, internet, mailings, print advertising, and initiate literature requests.</li> <li>Initiate outbound calling engagement to include any one of the following: new product releases, obsolete product notification, product enhancements, promotional plans, or products.</li> <li>Work with sales leadership to proactively evaluate and develop market opportunities</li> <li>Update and manage the Salesforce database with all leads</li> <li>Maintain product knowledge, competitive awareness, and a customer driven focus.</li> <li>Maintain excellent oral and written communication skills. Communicate well and verbally convey applications, concepts and benefits of products sold over the phone</li> </ul>			
<p><b>Profile of the Clinical Inside Sales Representative:</b></p> <ul style="list-style-type: none"> <li>BS in Science and/or equivalent combination of education and experience</li> <li>Medical/Scientific Sales experience is required</li> <li>Strong communication and organizational skills</li> <li>Proficient with CRM software</li> <li>Ability to work individually and as part of a team</li> <li>Solution oriented thinker, taking ownership</li> <li>You are stress-resistant, and you can work independently</li> <li>You have strong organizational skills</li> <li>You have a hands-on mentality</li> </ul>			
<p><b>Physical Requirements and Working Conditions:</b></p> <ul style="list-style-type: none"> <li>Typical office and/or adequate remote working environment</li> <li>Must be able to use basic office equipment: computer, printer, copier, telephone, etc.</li> <li>Must be capable of communicating with stakeholders through various means</li> </ul>			
<p><b>Application Process:</b> Interested candidates should send their resume to: Human Resources 2 Technology Way Norwood, MA 02062 Jobs@aicompanies.com</p>			

## **Job Description**

Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time