



Echo Healthcare

INNOVATION SIMULATION EDUCATION

Job Title: Inside Sales Representative

Department: Sales

Location: Sarasota, FL

Position Type: Full Time, Exempt

About the Role: Echo Healthcare is searching for an Inside Sales Representative to join our current Business Development team for all of our product lines. This is a full-time position located at our corporate headquarters in Sarasota, FL.

Responsibilities: Provide specialized account sales support representing Echo Healthcare's product portfolio in a defined territory.

- Create new leads, develop strong relationships with customers and identify new business opportunities among new and existing clients
- Create and manage a robust sales pipeline in the assigned territories, converting leads to opportunities and managing opportunities through the sales cycle
- Participate in creating sales and marketing strategies and campaigns for the assigned territories
- Complete, in a timely manner, all reports including sales reports, expense reports and customer database reports
- Participate in trade shows and customer demonstrations as necessary, organize regional demonstration days/company hosted events
- Act as the sales service and support contact for Echo Healthcare in the defined territory, clearly communicate the progress of product/service initiatives to both internal and external stakeholders
- Enhance organization reputation by accepting ownership for accomplishing new and different requests: exploring opportunities to add value to job accomplishments
- Responsible for keeping current clients satisfied and delivering exceptional client service on an ongoing basis
- Monitor and analyze customer usage of product/services
- Other duties and responsibilities as assigned

Candidate Requirements:

- Experience in a sales or customer service environment
- Strong phone presence and experience in multiple daily cold calls
- Strong communication and rapport building skills
- Ability to prioritize, organize, and manage time effectively
- Ability to work autonomously and remain motivated
- Proficient with technology and various types of programs and CRM
- Excellent oral and written communication skills
- Bachelors Degree preferred, or equivalent combination of years of experience

Salary/Benefits:

- Medical, dental and vision available
- Paid time off and sick leave
- Salary range \$45k - \$60k annually