



**JOB DESCRIPTION**  
**- Inside Sales Representative – Wound Closure-**

**JOB IDENTIFICATION**

**Business Title:** Inside Sales Representative – Wound Closure  
**Job Classification Title:** *Sales Representative 1*  
**Department:** Sales Operations  
**Location:** Westwood, MA  
**Date:** February 2, 2021

**SUPERVISORY RELATIONSHIPS**

**Reports To:** Sales Operations

**BASIC FUNCTION**

Maintain and grow wound closure revenue in a geographically defined territory in the US.  
Sell the companies complete wound closure product portfolio to all hospital and non hospital customers in the defined territory.

**OVERALL RESPONSIBILITIES**

- Achieve quota by selling the complete line of wound closure products to healthcare customers in the territory.
- Establish relationships with existing customers to maintain and grow revenues in the base territory accounts.
- Prospect via phone, cold calling, internet and data mining activity to generate new customers.
- Work closely with customer service to support accurate pricing and order fulfillment for customers.
- Provide product and customer feedback to Marketing so that the company can continue to enhance our products and services.
- Support the use of Salesforce.com by maintaining and updating all account, contact and opportunity information required by management.
- Provide reports to management on activities, forecasts, sales and projects accurately and on time.
- Acquire and maintain knowledge of competitive products and services.
- Ongoing training/learning of surgical process and techniques relevant to product portfolio
- Performs other duties as assigned or required.

**JOB QUALIFICATIONS**

**Education:** Bachelor's degree

**Experience:** Minimum 2-3 years of inside sales required, experience with medical devices preferred. Proven sales skills including direct, cross and upselling strongly preferred.

**Other Knowledge, Skills, Abilities or Certifications:**

- Highly organized and has very effective time management skills.
- Highly customer focused and detail oriented.
- Documented sales achievement awards/performance accolades highly desired
- Demonstrated success in working within a team environment.
- Strong written and verbal communication skills, strong listening skills a must.
- Advanced knowledge of Windows, MS Office, Salesforce.com, as well as networks and internet applications.
- Adept at learning on the fly and adopting practices that shorten sales cycles
- Able to productively manage multiple priorities and relationships with many customers

At Surgical Specialties (SSC) we value our employees and we expect them to share our Corporate Values.

**SSC Value and Leadership Traits**

**PRIDE**

- **Passionate Customer Service**
- **Relentless Commitment to Quality**
- **Intensely Collaborative**
- **Drive for Results**
- **Entrepreneurial and Ethical**

Please send resume to [HRSSC@surgicalspecialties.com](mailto:HRSSC@surgicalspecialties.com)