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 company’s 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