



Contact: Terry McCarthy
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Position: Clinical Inside Sales Specialist
Manager: Director of Sales
Industry: Medical Device
Location: Anaheim, CA

Company Overview:

Our client is a medical device company that was established to offer a new approach to biophotonic therapy for health and medical providers by providing unique devices founded on NASA-developed technology. Backed by clinical studies, they are bringing to market safe, effective and affordable devices that unlock the clinical power of light-based therapy that conveniently treats a variety of pain, dermatology and musculoskeletal conditions.

General Responsibilities:

Achieve maximum sales and profitability, as well as growth and account penetration by effectively selling the company's products. Personally contacts and secures new business accounts/customers.

Job Duties:

- Works active Leads List to close sales to highly qualified prospects
- Fields in-bound sales inquiries via phone and e-mail.
- Make sales calls on potential local customers
- Establishes, develops and maintains business relationships with prospective and current customers and to generate new business for the organization's products.
- Makes telephone calls to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for selling activities
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.

Skills and Qualifications:

- Great communications skills – verbal and written.
- Out-going and self-starting.
- Able to think on your feet.
- Demonstrated history of selling success in esthetics and/or medical device market.
- Preferably experience inside a Spa, Med Spa or Esthetic Practice.
- Licensed esthetician or skin care professional a plus.
- Basic understanding of bio-science and the human body.