



Inside Sales Representative

Reports to: Global Sales Manager

Essential Duties and Responsibilities:

- Develops new distribution for iCRco products by establishing manufacturer/dealer relationships with companies throughout the United States.
- Manages iCRco house accounts. Attends emails and calls from house account owners and provides sales support on a priority basis.
- Provides direct assistance to new iCRco partners who actively promote and sell the iCRco brand to their customer base. Supports current partners selling the iCRco brand and increases their iCRco sales.
- Travels by car and airplane to both dealer offices and prospect/end-user sites. Travel will also include attending local, regional and state trade shows.
- Trains on software applications in order to support direct and dealer installations.
- Responsible for maintaining updated prospect/dealer communications in the company's sales database (CRM). Provides weekly reports on sales progress to iCRco management.

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Other essential duties may be assigned consistent with the general scope of the position.

Desired Skills, Experience & Qualifications:

- Pro-sales with a sense of urgency to close leads and convert them to sales in a fast paced environment.
- Health care sales experience is required in both clinic and hospital settings, including medical capital equipment sales.
 - Prior attendance to formal sales training courses a plus.
- Excellent interpersonal skills and the ability to adjust and interact with all levels of personnel in a multicultural and fast-paced environment.
- Proven oral, written, telephone and presentation skills.
- Ability to learn and retain product specific information and utilize to position the features and benefits to customers.
- Bachelor's degree.
- Computer literate with knowledge of all Microsoft Office especially Outlook and Excel.
- Local candidates are highly desired for this position
- Must be able to pass a background check.

In addition to a competitive base salary, iCRco offers a company-matched 401k, paid vacation and health benefits.

About the Company:

iCRco is an independent leader in the design and manufacture of digital imaging hardware and software for over 25 years. Headquartered in Goleta, iCRco now serves in over 90 countries with steady growth in the U.S. market and strongholds in the Asian and Latin American market. iCRco is an ISO 13485 Certified Company with Medical CE, HIPAA and DICOM compliant products that are FDA approved.

Contact Us:

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