

TZ Medical
Job Description

Job Title: Sales Specialist

Reports To: Regional Manager

FLSA Status: Exempt

Duties and Responsibilities include the following. Other duties may be assigned.

1. Calls on existing accounts to grow and develop established business in designated sales territory.*
2. Increases sales in designated territory.*
3. Cold calls new accounts.*
4. Presents products to appropriate personnel.*
5. Set up evaluation of products.*
6. Provides in-service clinical and administrative support.*
7. Provides customer service, product recommendations, and ongoing in-service during the evaluation period.*
8. Works with independent representatives in the field.*
9. Attends and sets up trade shows.*
10. Assists sales specialist as needed.

**Essential duty*

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements below represent the required knowledge, skill, and/or ability. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

Education/Experience:

Bachelor's degree (B. A.) from a four-year college or university.

Language Ability:

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and

respond to questions from managers, clients, customers, and the general public.

Math Ability:

Ability to work with mathematical concepts such as probability, statistical inference, plane and solid geometry fundamentals, and trigonometry. Applying fractions, percentages, ratios, and proportions to practical situations.

Reasoning Ability:

Ability to solve practical problems and deal with various concrete variables in situations with limited standardization. Ability to interpret various instructions furnished in written, oral, diagram, or schedule form. Ability to handle customer complaints and solve conflicts within the company.

Computer Skills:

To perform this job successfully, an individual should know word processing software, excel spreadsheet software, and contact management systems. Sugar CRM customer relationship manager.

Special Skills:

Self-discipline

High work ethic

Character

Excellent organizational skills

Strong interpersonal skills

Multi-tasking

Takes initiative

Strong leadership ability and team association skills

Excellent written, oral, and presentation skills

Strong computer skills

Positive attitude

Willingness to learn

Polite and problem solver

Rational thinking

Daily, weekly, monthly planning

Attentive customer service

Certificates and Licenses:

Valid Driver's License- must meet insurance underwriting requirements

Work Environment:

The work environment characteristics described here represent those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

While performing the duties of this job, the employee is occasionally exposed to outdoor weather conditions and risk of electrical shock.

The noise level in the work environment is usually moderate.

Physical Demands:

The physical demands described here must be met by an employee to perform the essential functions of this job successfully. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

The employee must occasionally lift and/or move up to 50 pounds. While performing the duties of this job, the employee is regularly required to talk or hear. Employees must frequently stand, walk, sit, and use their hands. The employee is occasionally required to climb, balance, stoop, kneel, crouch, or crawl, and taste or smell. The employee is required to travel 40-60% of the time.