



Outside Territory Sales Manager

BASIC FUNCTION:

Responsible for selling NuStep products in a sales capacity, executing a sales strategy specific to healthcare (Ortho, Neuro, Skilled) in a pre-defined market, in order to meet or exceed sales and revenue goals while ensuring customer satisfaction.

RESPONSIBILITIES:

1. Meet or exceed individual sales and revenue goals for the assigned market each year.
2. Develop and execute a sales strategy for the Healthcare Market.
3. Prospect, qualify, and generate new leads for the assigned market.
4. Establish and maintain good business relationships with all key customers and decisions makers at each level of the sales cycle.
5. Ensure proper follow-up and responses to customer inquiries and requests at each stage of the buying cycle.
6. Responsible for timely and effective closing of identified sales opportunities.
7. Follow established pricing and shipping procedures.
8. Responsible for accurate and timely order entry into CRM database.
9. Maintain accurate and organized electronic files on customer accounts and prospects.
10. Schedule calls, face-to-face meetings when needed, and attend tradeshow as assigned.
11. Send out literature, other marketing materials and prepare presentations for meetings and trade shows using company resources and processes.
12. Generate timely and accurate forecasting and other reports as requested by manager.
13. Provide marketing with input on the specific market changes or needs.
14. Meet quality assurance requirements related to customer service and satisfaction.
15. Stay current on all company products, including accessories and accessory bundles.
16. Maintain a working knowledge of the competition as well as current market trends.
17. Collaborate with other departments to improve efficiencies and use of resources to effectively generate revenue.
18. Perform other related duties as assigned.
19. Timely follow through on both internal and external inquiries

SUPERVISORY RESPONSIBILITIES: None.

SKILLS:

- Solid communication (verbal, written) and presentation skills
- Ability to connect with, build rapport and maintain excellent customer relations at all levels within an organization
- Excellent Phone Skills
- Excellent Listening Skills
- Account Management Skills
- Exemplary Customer Service
- Professionalism
- Time Management Skills
- Computer Skills (Microsoft Office products, e-mail system and CRM database)
- Prospecting and closing skills

- Overall sales and marketing aptitude
- Positive, upbeat, can-do attitude and self-motivation

EDUCATION/TRAINING:

Degree: Bachelor's degree required, Kinesiology or similar preferred

EXPERIENCE:

- 5+ years of prior product sales experience, preferably with healthcare products or exercise equipment preferred
- Background knowledge of Kinesiology preferred
- Experience with and thorough knowledge of the capital sales cycle
- Proven success with phone prospecting, qualifying opportunities with prospects and customers, and ability to close on identified opportunities.
- Proficient with Microsoft Office suite of products

CERTIFICATIONS/LICENSES AND OTHER REQUIREMENTS:

- Valid Driver's License
- Domestic Travel up to 70% of time
- Willing to travel to trade shows and face-to-face meetings with clients
- Use of personal vehicle and credit card for incidentals while traveling may be required.