

Associate Sales Representative

Company Overview

EyePromise provides ocular nutrition, technology and support to enhance and protect vision. From doctors to athletes, professionals in every field rely on EyePromise products and industry-leading insights. We use science to lead our efforts so we can continue to deliver proven outcomes that change lives.

Summary

As a customer driven organization, our goal is to make every customer successful in the implementation of a nutraceutical program that improves patients' lives and builds value for the practice. As an Associate Sales Representative for EyePromise, your focus will be on growing existing customer business through increased interactions and touchpoints, digital educational sessions with customers, and overall improve customer experiences. You will also be responsible for building new customer sales through inbound lead follow up and outbound cold calls in a specific territory. This position is located in our Chesterfield, MO office and is a critical growth driver within EyePromise to increase customer utilization of best practices.

You may be a great fit for the EyePromise Sales team if:

- You thrive in a fast-paced, innovative environment where you can take your career to the next level in the growing field of ocular nutrition
- You can handle multiple tasks and work effectively across departments
- You have strong communication and interpersonal skills
- You are self-motivated, results-oriented and able to work both independently and on a team
- You can manage and effectively grow your customers' base
- You are intellectually curious and want to help identify and understand customers' needs
- You can communicate solutions to address customers' needs and follow through

Your Role:

As a member of our Sales team, you will:

- Work with new and existing customers to ensure their success with an EyePromise nutraceutical program
- Effectively communicate brand messages including product information
- Source new sales opportunities through inbound lead follow up and outbound cold calls and emails
- Implement outreach programs directed at underperforming or inactive customers
- Close sales and achieve quarterly territory goals with a sense of urgency
- Implement proactive programs to current prescriber base to increase participation in the Company's programs
- Lead in-office education and training to increase doctor and staff knowledge base resulting in increased product recommendations, patient conversions and improved outcomes
- Other duties as reasonably requested

Requirements:

- BA/BS degree or equivalent
- Three to five years of proven inside sales experience, including a track record of over-achieving quota, quarter over quarter
- Demonstrated success running a territory and achieving sales goals remotely utilizing teleconferencing and other communication tools
- Energetic, outgoing and friendly demeanor
- Strong phone presence and experience making dozens of calls per day
- Comfortable making cold calls and tenacity to handle rejection while maintaining a positive attitude
- Proficient with corporate productivity and web presentation tools

- Experience working with Salesforce.com, HubSpot or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to communicate product features, scientific and financial benefits of program
- Ability to multi-task, prioritize, and manage time effectively

Benefits:

EyePromise offers a competitive compensation package including salary, bonus, health benefits, paid time off, and 401K.

Other:

THIS POSITION DESCRIPTION SHOULD NOT BE CONSTRUED TO CONTAIN EVERY FUNCTION/RESPONSIBILITY THAT MAY BE REQUIRED TO BE PERFORMED BY AN INCUMBENT IN THIS JOB. INCUMBENTS ARE REQUIRED TO PERFORM OTHER RELATED FUNCTIONS/RESPONSIBILITIES AS ASSIGNED. THE ABOVE DESCRIPTION, WITH SUPPLEMENTAL MATERIAL, IS ADEQUATE FOR PURPOSES OF EVALUATION.