

Job Requirements

Job Title: Inside Sales Representative – International
Wage Category: ISR-I I, II, III
Department: Sales
Reporting to: Customer Service Manager

1. Bachelor's degree, preferably in business administration, marketing, or related course of study required
2. 1-2 years of experience in goal-oriented direct sales required. An internship in sales will be considered in lieu of experience
3. Professional and persuasive written and oral communication skills required
4. Strong oral and written communication skills required
5. Strong listening and interpersonal skills required
6. Strong prospecting skills required
7. Ability to qualify potential buyers required
8. Ability to build and maintain business relationships required
9. Ability to persuade and influence others required
10. Strong closing skills required
11. Meticulous follow-up skills required
12. Effective time-management skills required
13. Ability to project a positive company image required
14. Experience with MS Word, Excel and Outlook required

15. Knowledge of Sage software preferred
16. Knowledge of a second language preferred
17. Experience with medical devices preferred
18. Registered Nurse or Surgical Technologist certification preferred
19. Prior exposure to international sales and U.S. export and international regulatory requirements preferred

20. Reliable and responsible
21. Organized, detail oriented, accurate and thorough
22. Self-motivated, ambitious, competitive and persistent
23. Outgoing, enthusiastic and persuasive
24. Proactive and able to make decisions
25. Work well under pressure, tight deadlines and maintain composure in difficult situations
26. Work independently with minimal or no supervision

27. Position: Full time
28. Non-exempt
29. Working hours per week: 40
30. Hours gSource open: 7:30 am to 6:00 pm