



In-House Sales Coordinator

FOCUS-IT, LLC is a fast-growing company that is seeking an energetic In-House Sales Coordinator for our Marietta, GA location to support our emerging sales force.

The focus of this position is to build rapport and relationships with prospective clients and their gatekeepers from provided sources and be able to gain trust to get their commitment to accept an on-site demonstration, enter into a trial or purchase. This is initially an inside and limited field sales position, field sales will be honored depending on qualifications.

Responsibilities include but are not limited to:

- Present products and services to veterinarians and various healthcare professionals
- Contact prospective clients to qualify leads, generate interest, set appointments, schedule demonstrations, etc.
- Communicate with sales force and fellow distributors to assist in promoting products and services
- Assist office staff with order proposals, literature distribution, direct marketing campaigns, etc.
- Professional and timely follow-up with prospective clients to bring contracts to a close
- Update manager on prospective account status
- Maintain after-sales support to existing accounts/clients
- Attend various local and national tradeshow/conventions

The successful candidate will have:

- 3+ years proven track record selling medical capital equipment
- Demonstrated phone-based selling skills with ability to build good rapport
- Experience selling to veterinarians and/or physicians and healthcare professionals
- Full sales life cycle experience, the ability to generate leads and close deals
- Bachelors Degree in Business
- Excellent interpersonal, communication and organizational skills
- Enthusiastic and professional team player with a positive can-do attitude
- Inside sales experience
- Proficiency in ACT and MS Office with Internet savvy a must
- Fluent in Spanish a plus
- Willing and experienced in traveling for occasional overnight stays

If you are interested in joining our team, please fax or email your resume with cover letter in confidence to:

FOCUS-IT, LLC
Human Resources Manager
Fax: 770-612-8284
Email: careers@eswt.net