



Example of Senior Inside Sales Representative Job Description

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Our company is growing rapidly and is looking for a senior inside sales representative. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for senior inside sales representative

- Communicates directly with sales management and sales colleagues to ensure consistency of approach and standardized outputs to clearly communicate sales performance and internal and external customer related information
- Contributes to the development of tailored communication materials
- Maximizes sales by effectively utilizing sales and marketing materials, appropriate databases and technologies
- Keeps Manager informed about changes in pipelines, competitor activities and other market changes
- Maintains up to date sales/technical knowledge of any relevant specialty and disease area(s), as required
- Handles inbound/outbound calls to and from interested healthcare professionals and triage when required
- Projects a professional impression of the Company and act in accordance with Corporate Code of Conduct
- Create, implement and track sales incentive programs for partners
- Create & manage campaigns to explore new business opportunities
- Commercially driven, target focused, results orientated with business acumen is essential

Qualifications for senior inside sales representative

- BS/MS degree in Chemistry, Biochemistry, Biology or equivalent combination of education and experience
- Should have some experience using database software applications such as SAP or other customer relationship management (CRM) database
- Minimum 5 years' experience in Commercial Sales environment, as a Prime Quota carrier
- Familiarity of the Mid-Market segment preferred