

Inside Sales Representative, EB Medicine

Are you a results-driven sales person that enjoys calling on new business opportunities, identifying customer needs, and closing large sales? Do you love the idea of being a major revenue driver for a small company? At EB Medicine, you'll have the opportunity to be a true new business builder with a high earnings potential. With responsibilities including finding new potential customers, conducting discovery calls to find customer pain points and needs, creating proposals, and closing sales – this position is pivotal to the company's success.

EB Medicine offers a great work environment, professional development and advancement opportunities, and competitive compensation. However, EB Medicine is not for everybody. If you don't like making cold calls or generating your own pipeline, if you're willing to take no for an answer, or if you prefer working on a large team, then we're probably not for you. But if you are driven, hardworking, and enjoy making lots of money for the company and for yourself, then you need to apply. Now!

Role Summary:

- Identify potential group customers and decision makers
- Build a pipeline of prospects/leads and opportunities
- Conduct phone, email, and other follow up on sales leads
- Prepare proposals and sales presentations for prospective accounts
- Assist with creation of sales and marketing materials
- Meet (or exceed) sales goals for new sales
- Build relationships and maximize sales opportunities
- Attend conferences and tradeshows to generate new leads (approximately 2-4 times per year)
- Document all sales activities in the company's CRM

Requirements:

- A bachelor's degree, preferably in a sales- or business-related field
- 2+ years of experience in medical or healthcare sales
- 2+ years of experience selling intangibles (eg, digital-only products, content, education or training, services, etc)
- Proven ability to nurture leads and prospects to gain entry into new markets
- Proven ability to identify and reach decision-makers
- Success closing enterprise-level deals

Benefits:

- 401k plan, with employer matching
- Health insurance, with 95% of the premium paid by EB Medicine
- Dental and vision coverage, with the full premium paid by EB Medicine
- Life insurance, with the full premium paid by EB Medicine
- Supplemental insurance available through ADP TotalSource
- PTO and paid holidays
- Employee Assistance Program
- Higher education reimbursement (up to \$3200/year for approved degree programs)
- Career path and promotion opportunities
- Fully remote position (some travel required)
- Schedule: Approximately 40 hours per week, Monday-Friday



About The Company

EB Medicine is a leading publisher of evidence-based content and education for acute care clinicians. Working with physicians from leading institutions around the world, EB Medicine creates resources that provide information and insight that make an immediate impact on the way our readers practice medicine. Ultimately, our goal is to improve patient outcomes, enhance efficiency, and elevate quality of care while fostering a positive work environment where employees can learn, grown, and make an impact.

We are committed to creating a diverse environment and are proud to be an equal opportunity employer. We recruit, employ, train, compensate, and promote team members without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.