



NOW HIRING: Inside Sales Account Manager

Who we Are

Pure Processing was founded with the mission to make surgical instrument cleaning faster, safer, and more ergonomic for one of the most important departments in the whole hospital: sterile processing. By engineering & manufacturing equipment to support these objectives, we help hospitals deliver on the most sacred clinical promise: optimal patient safety & care.

Founded in 2010, we've rapidly grown to be a true Disrupter in our space. We're seeking an Inside Sales Account Manager to join our mission, and who will continue our growth. Come and join our world-class team!

Who You Are

You'll be a great fit if you:

- Love teaching & guiding customers through the buying process, and prefer consulting versus selling
- Are seeking a medium-sized, high-growth company where your sales will make a direct impact for customers, partners, and coworkers
- Like a selling process that is rooted in creative, out-of-the-box thinking, and collaboration with customers
- Want to make a difference in the lives of both patients and healthcare professionals

Job Description

The Inside Sales Account Manager will generate opportunities through outbound sales, consult customers and sales partners through their projects, and build & nurture long-term customer relationships.

Job Responsibilities

- Closing sales according to assigned sales targets
- Identifying sales leads through outbound activities, including cold calling, e-mailing, marketing promotions, and account management
- Conducting virtual webinar consultations that analyze a customer's unique needs and goals; makes recommendations and sells customized solutions
- Qualifying leads through marketing efforts, website leads, e-mail responses, or trade show scans
- Regular outreach into territory and accounts, and ensuring customer needs are met
- Develops and nurtures positive, customer relationships
- Performs on-site visits to customer accounts for in-servicing, consultations, or other site-specific activities
- Develops & maintains an expertise in the instrument reprocessing profession & space

Skills & Requirements

- 2-5+ years experience a plus
- Highly goal oriented, and focused on achieving and exceeding results
- High degree of customer service and phone skills
- Problem solver, self-motivator, and self-manager
- 2-5 year's experience in inside sales, account-manager role preferred, but not required
- Proficient in Microsoft Applications
- Salesforce Lightning experience a plus

For questions regarding this position, please contact:

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