



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; you're energized when you solve real-world problems for individuals
- 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 on projects, and build & nurture long-term customer relationships. They will also help manage a customer service phone line, and respond to online requests for quotes, inservicing, and support.

Salary: \$55-65k base; total Y1 earnings \$85-95k

Job Responsibilities

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

Skills & Requirements

- 3-5 years' experience in inside sales, account-manager role required
- Highly goal-oriented, and focused on achieving and exceeding results; competitive spirit
- High degree of customer service and phone skills
- Problem solver, self-motivator, and self-manager
- Proficient in Microsoft Applications, including Outlook, Teams, PowerPoint and Word
- CRM experience required; Salesforce Lightning experience a plus

For questions regarding this position, please contact:

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