

Conquest One, Inc.

The Veterinary Equipment Corporation



JOB DESCRIPTION

Position Title: Inside Sales Rep - apexx
Reports to: Sales Manager
Pay Range: Base plus commission (unlimited earning potential – no cap)
Benefits: Available upon eligibility

Position Summary:

The Inside Sales Representative will be responsible for qualifying and developing leads with end-user decision-makers via telephone, email, fax and mail. Some cold calling is to be expected to generate new opportunities. Attendance at trade shows to represent the company 2-3 times per year is required.

Essential Job Functions:

- Sales driven attitude a must
- Enthusiastic, optimistic, and energetic
- Excellent communication skills both written and verbal
- Executes a high volume of outbound communication by both phone and email (40 – 50 per day)
- Excellent keyboard skills to send and receive a high volume of emails
- Learn and promote product knowledge
- Provide expertise, information and assistance to prospective and current customers
- Prospect, qualify, develop and close opportunities
- Exceed daily sales goals
- Exceed daily objectives for outbound communication events, CSFU's, CSFU packets

Essential Job Requirements:

- Team player with excellent interpersonal and communication skills that enjoys communicating with various corporate departments including customer service, distribution, accounting and management
- Able and willing to consistently run our plays, follow our instructions and directions
- Able to organize, prioritize and execute objectives
- Use CRM system and update relevant information held within the system
- Expected to work at corporate headquarters Monday – Friday, 7:30AM – 5:00PM
- Must be a good listener, well-spoken, articulate and be an excellent communicator via telephone

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Education:

- College Degree preferred but not required

Experience:

- Minimum of 3-5 years of sales experience

Physical Requirements:

- Extensive phone and email communication
- Sitting or standing for long periods of time, stooping and potential lifting up to 50 lbs

The above job description is meant to describe the general nature and level of work being performed; it is not intended to be construed as an exhaustive list of all responsibilities, duties and skills required for the position.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related instructions and to perform other job-related duties requested by their manager in compliance with Federal and State Laws.

Requirements are representative of minimum levels of knowledge, skills and/or abilities. To perform this job successfully, the employee must possess the abilities or aptitudes to perform each duty proficiently. Continued employment remains on an "at-will" basis.