



JOB DESCRIPTION

Apexx Veterinary Equipment, Inc. is internationally renowned for our service and value we deliver to customers. With customers in all fifty states and over 14 countries, Apexx is the leading source for veterinary medical equipment, ultimately saving millions of animals' lives. We are a sales-driven company that has a great opportunity for the right person to join our team, by providing sales expertise in our fast-paced corporate office in Englewood, CO., near Park Meadows Mall.

Position Title:	Inside Sales Representative
Reports to:	Sales Manager
Compensation Range:	Base plus commission (\$65,000+ possible first year at goal) Unlimited earning potential – no cap. \$100,000+ second year
Benefits:	Available upon eligibility - Vision, Medical, Life, Dental, 401K
Exempt Position:	Salary

Position Summary:

The Sales Representative will be responsible for building relationships, qualifying, developing and closing warm leads with end-user decision-makers via telephone, email, fax and mail. Some cold calling is to be expected to generate new opportunities. Opportunity for rapid advancement.

Essential Job Functions:

- Consistent, positive attitude
- Articulate with clear enunciation
- Thrives communicating by phone and email sales-driven attitude a must
- Enthusiastic, optimistic, and energetic
- Excellent relationship building and communication skills both written and verbal
- Executes 30-40 outbound communication events per day by both phone & email
- Excellent keyboard skills to send and receive a high volume of emails
- Qualify, develop and close opportunities
- Exceed daily sales goals
- Willing to follow management's directions/sales model
- Resourceful in seeking and delivering solutions
- Work under Sales Manager's direction and coaching to exceed sales goals

Essential Job Requirements:

- Must be quick to listen and slow to speak with excellent listening skills, well spoken, articulate and be an excellent communicator via telephone and email
- Team player with excellent interpersonal and communication skills that enjoys communicating with various corporate departments including customer support, clinical, operations and management
- Enthusiastic, optimistic, self-driven and energetic person with a farmer's work ethic
- Able and willing to consistently run our plays, follow our instructions and directions
- Able to organize, prioritize and execute objectives

- Use our CRM system to manage and develop prospects
- Expected to work at corporate headquarters Monday – Friday, 7:30AM – 4:30PM

Education:

- 4-year degree preferred

Experience:

- Minimum of 1-2 years of selling experience
- Minimum current W2 earnings \$45,000

Preferences:

- Competitive athletic background

Important Note:

Apexx Veterinary Equipment, Inc. is a positive, high energy, drug-free corporation. Our great employees are our most valuable asset taking pride in their performance, initiative, creativity and excellence. Our team is professional, positive and fun to work with. Together we offer solutions and produce results above what our competition is able to provide. We have three goals; Have fun, work hard and make money.

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.

Signature

Date