

Remote Sales Representative

Job description

The Remote Sales Executive is responsible for meeting and exceeding sales goals by advancing nnd Spirometry sales and uncovering Pulmonary Function device opportunities. This role will be collaborating with direct and indirect sales partners including Distributors, Independent medical reps and the nnd Regional Directors. The ideal candidate will have a strong drive for results and will be instrumental in helping nnd achieve our mission of early diagnosis for better lung health.

Requirements:

- Proficiency in Microsoft applications and systems (i.e., Word, Excel, PowerPoint, Salesforce.com.)
- Strong past achievement record including quota attainment and exceeding sales objectives
- Demonstrated ability to multi-task, attention to detail, and ability to prioritize
- Adept at listening and articulating in both oral and written communication.
- Ability to successfully and appropriately interact with customers. Experience in relationship building
- Clinical experience including RRT, CPFT, or RN is preferred
- College degree preferred
- Experience in Pulmonary Function Testing a plus
- Role is based in Andover, MA

Key Behaviors:

- Exceed territory sales goals using strategic planning and holding themselves accountable to executing on their plan.
- Be a “go to” product expert for all nnd Medical products
- Develop and present proposals and appropriately differentiate nnd products
- Train and educate on nnd products through video and web-based tools.
- Identify key opinion leaders and communicate market trends to Sales, Marketing and Technical services.
- Effectively manage sales pipeline via CRM platform
- Timely follow up on inbound leads to include web-based demonstrations and meetings
- Meet or exceed required selling activity metrics set by VP of sales.
- Maintain knowledge of the current industry / competitive landscape including, GPO's, healthcare economics, reimbursement, competitors and competitive products etc.
- Complete administrative tasks including CRM updates and weekly call reports

About nnd Medical Technologies:

A leader in lung function testing based in Switzerland and the U.S., nnd is helping to improve the quality of life for millions of people living with lung disease. Built around the company's patented Ultrasonic TrueFlow™ technology, nnd's innovative, easy-to-use products such as EasyOne® and EasyOne Pro® help clinicians diagnose and treat COPD and other chronic lung diseases earlier and with greater precision by providing accurate information at the point of care. Visit us for more information at www.nndmed.com.

Please submit your resume to Tom Sinclair - Vice President, Sales and Marketing at tsinclair@nndmed.com.