

Position Title: Sales Representative
Functional Group: Marketing
Report To: SVP of Engineering

PURPOSE OF POSITION: Responsible for selling and promoting Sharklet products, business development projects and market analysis reporting

MAJOR DUTIES AND RESPONSIBILITIES:

- Present, promote, and sell Sharklet products and services to existing and prospective customers.
- Prospect and qualify new sales leads; reach out to leads through cold calling.
- Develop and maintain strong relationships with prospects and customers
- Schedule meetings and presentations with prospects. Create and deliver presentations tailored to the audience needs.
- Track all sales activities in company CRM system and keep current with regular updates.
- Represent Sharklet Technologies, Inc at trade shows and appropriate prospect meetings.
- Meet or exceed sales quotas.
- Maintain a well-developed pipeline of prospects.
- Perform cost-benefit analyses of existing and potential customers.
- Communicate customer feedback to appropriate departments.
- Evaluate incoming requests for development projects involving use of the Sharklet micropattern.
- Support development of cross functional project plans and contracts.
- Prepare reports and memos describing market climates and projections leading to potential project changes.
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Evaluate market opportunities for commercialization of medical devices and consumer products globally.
- Support commercialization and partnership development through implementing appropriate legal documentation and communicating with legal counsel and executive leadership.
- Support company goals and objectives, policies and procedures

EDUCATION / EXPERIENCE REQUIREMENTS:

- BS in Business, Marketing, Communications or related field
- 3+ years' sales experience
- Proven ability to meet and exceed sales quotas
- Proven track record of successfully managing customer relationships

OTHER QUALIFICATIONS:

- Must be detail oriented, an effective communicator, and able to work with members of multiple disciplines within a team environment.
- Excellent selling, negotiation, organizational and interpersonal skills
- Highly self-motivated.
- Strong verbal and written communication skills.
- Demonstrated computer proficiency in Word, Excel, PowerPoint; Web savvy
- Working knowledge of CRM systems; Hubspot preferred.
- Ability to travel domestically and internationally as required.