

SALES EXECUTIVE

Premier Research Labs (PRL) is a leading manufacturer of premier quality nutritional supplements sold exclusively to natural healthcare professionals in the U.S. and abroad. PRL is internationally recognized for the prestigious quality of its products, including ingredient integrity, full label disclosure, excellence in GMP manufacturing practices and quality control. For over 25 years, our motto has been "Nutrition that really works": delivering quality nutritional formulas to fully support individuals so they can enjoy their best possible health. We never compromise on quality, safety or potency ... day after day, bottle after bottle. The "premier quality" of our products includes whole-food, quantum-state source formulas with "clean" nutrients including solvent-free herbal extracts, excipient-free formulas (no magnesium stearate), food-base vegetarian capsules and more. In addition to stringent laboratory testing, each of our raw materials are "bioenergetically" tested for superior energetics according to a proprietary testing system.

We offer ongoing educational support for practitioners through cutting edge webinars, seminars and daily customer interactions. We have a diverse practitioner database (which includes many types of practitioners: MD, DO, DC, RN, LAc, DO, DDS, etc.). Our well trained practitioner support team is highly motivated and dedicated to offering practitioners premier products that truly make a difference.

The Inside Sales Account Manager is an energetic, ambitious sales professional who desires to help grow practitioner distribution and sales. An ideal candidate will have experience in, and a passion for, natural products. This position offers you the chance to be an important part of an outstanding, caring company that is truly changing the lives of people across the country.

Job Summary:

The primary responsibility of this position is to generate practitioner interest and sales by educating and selling products to existing and new practitioner accounts via telephone and email contact. You will have the primary responsibility to support and grow your specific territory. You will also assist with periodic webinars, sales events and conferences. You possess excellent communication, organization and relationship building skills so that you can build long-term relationships with satisfied customers. You are able to create an enjoyable, daily professional environment where practitioners personally get to know and trust you.

Job Duties:

- Maintain a positive solutions-oriented attitude with a positive, enthusiastic manner
- Sell products and services to practitioners while motivating and educating them on effective ways to use products with their patients
- Provide excellent customer service that builds long-term relationships and satisfied customers
- Organize meetings within your territory via the internet; promote company seminars and other appropriate activities to help meet and exceed company goals
- Conduct scheduled meetings each week with practitioners (via phone) on various topics
- Contact assigned accounts based upon your quarterly plan
- Regularly conduct a review of your territory by analyzing current sales trends; use provided business reviews to help your client base generate improved sales
- Learn and communicate technical product knowledge to offer an effective sales presentation via phone calls and sales tools
- Conduct outbound calls as required to ensure satisfactory communication with practitioners regarding their issues or needs, as well as updates, promotions or seminar sign-ups
- Adhere to all company policies, procedures and business code of ethics
- Initiate new customer contact through established sales cycle processes
- Achieve seminar attendance goals by actively selling the benefits of continuing education seminars to practitioners
- Report on new account activity via established benchmarks
- Effectively utilize company sales and territory management systems to retain customers

Qualifications:

- College degree in field of health sciences, business, or marketing; degree in chiropractic medicine, naturopathic medicine, Acupuncture, registered dietician, or clinical nutritionist highly preferred
- 1 to 2 years customer service/sales experience
- Working knowledge in the field of general nutrition
- Ability to learn advanced product knowledge and sales techniques
- Positive, caring attitude; strong verbal communication and written skills
- Proficiency in Microsoft Office suite
- Detail oriented
- Ability to work in a team environment as well as independently

Interested and qualified individuals should forward their resume and contact:

Jobs@PRLabs.com