

## **Inside Sales Representative**

### **Companion Animal**

Van Beek Natural Science, LLC  
Reports to: National Sales Manager

**Job Purpose:** Generates revenue by developing market potential through forecasting, lead generation, qualification, and closing sales; recommending new products and finding ways to grow current product sales.

#### **Job Duties:**

- Identifies market potential by qualifying and classifying accounts
- Expands sales in existing accounts by introducing new products and developing new applications
- Recommends new products by evaluating current product results; identifying needs to be filled
- Keeping CRM database up to date with client information, sales stage processes and client opportunities
- Accomplishes department and organization goals by accepting ownership to them
- Explores opportunities to add value to job accomplishments
- Updates job knowledge by studying products, industry, and participating in educational opportunities

#### **Job requirements/skills:**

- Presentation skills, Verbal communication, Motivation for sales, Sales planning, Client management, prospecting skills, persistence
- Computer skills in basic programs and CRM database.

**Travel:** 2-4 times per year for sales training and working at tradeshow.