**Surgical and Clinical Sales Representative**

Accutome is entering its fourth decade in the ophthalmic industry. The three major traits that keep the Accutome brand growing remain the same: Superior Customer Service, Quality, and Innovation. Based in Malvern, Pennsylvania, with an office in the Netherlands, Accutome has become a total solutions provider for the needs of the ophthalmic community by supplying quality products such as office medications, supplies, surgical instruments and diagnostic equipment. We carry thousands of products to meet the needs of offices, hospitals, and surgery centers. Within the U.S., Accutome employs 25 diligent sales representatives who sells direct to ophthalmic offices, hospitals and surgery centers.

**Job Scope:**

The Surgical and Clinical Sales Representatives manage and grow a geographical territory of surgical and clinical eye care facilities to sell, promote, and introduce Accutome and its wide range of products and services. The surgical product line consists of instruments, diamond knives, disposables blades, sutures, cannulas and medications used by the eye care community. The clinical product line consists of diagnostic equipment, medications and supplies. Accutome employs inside sales representatives, located in Malvern, PA.

**Requirements:**

* Sales experience is preferred, but not required: Medical sales experience is a plus
* Excellent oral and written communication skills
* Strong listening skills
* Must be goal-oriented and strive for personal success, and motivated by friendly competition
* Must be eager to learn and grow continuously, to keep up with the eye care industry
* Travel is required to trade shows and occasional customer visits: <10% travel
* Proficient in Microsoft Word, Excel, PowerPoint, Outlook

**Job Description:**

Mange geographical territory of either surgical centers and hospitals or clinics and other eye care facilities

* Maintain and grow current customer base, including upselling and cross-selling
* Prospect and acquire new customers in territory
* Make between 40 and 60 outbound calls daily

Provide exceptional customer service

* Solve customer problems accurately and in a timely fashion
* Assist with troubleshooting customer’s diagnostic or surgical product issues
* Create and build strong customer relationships

Present and promote Accutome’s three product lines

* Surgical instruments, diamond knives, surgical disposables
* Office medications and supplies
* Diagnostic equipment

**Education:**

* Bachelor’s Degree is preferred

First year expected earnings is $45k-$60k; equivalent to Base salary + Commission + Bonus

In addition to a competitive salary, Accutome, Inc. provides a comprehensive benefits package, including Medical, Dental, Vision, 401K, Disability and Life Insurance, as well as professional industry training.