



## **RxLogix Corporation**

**Title:** Inside Sales

**Location:** US/Europe

**Date-**16<sup>th</sup> April,2018

**General Purpose:** This integral role is to identify and qualify new business leads for the company. Lead generation is critical to the growth of RxLogix and the prospective candidate will be at the forefront of the sales cycle.

**Job Status:** Full Time

### **Essential Duties & Responsibilities:**

- Identifying customers and prospects with Head of sales
- Formulate, manage and execute sales plan with Head of sales
- Cold call from database and introduce RxLogix
- Identify Decision Makers
- Arrange meetings/calls for Head of Sales
- Generate Leads
- Making 60-80 calls a day and use SFDC effectively
- Daily progress reports
- Work on lead generation campaigns i.e. seminars and pre-conference meeting out reach
- Make first contact with inbound leads and secure follow up meetings
- Attend seminars and conferences in US

### **Minimum Requirements:**

- University degree, preferably business/technology/pharma
- 6 months to a year sales experience in a phone-based role
- Experience in cold calling
- Experience of Sales Force CRM
- Some experience in pharma is desirable
- Interest in technologies
- Must be tenacious and hungry to succeed

### **Growth Opportunities:**

- Year 2 move into regional sales role i.e. North East Coast US

- Year 3 – Key Account manager – upsell existing account
- Year 4 Increase region size to East Coast US **Travel:**
- Attendance to some seminars and conference in the US (20%)