Sales Support Associate	
Salary Range:	Reports to: Inside Sales Supervisor
FLSA Status: Exempt, plus commission based on territory performance	Division: GlyMed Plus

JOB SUMMARY:

Position will focus on selling value and industry leading solutions to decision-makers within spas, schools, and doctor offices in assigned territory. Position is responsible for assisting with managing sales and client relationships within a given territory. To apply please send your resume to careers@glymedplus.com

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Maintain and increase sales of GlyMed products within a given territory; including generating leads through cold-calling
- Act as additional point of contact for client's; answer product questions, pricing and billing questions
- Work closely with GlyMed Plus Business Coordinator to ensure business goals and objectives are closely monitored and achieved; ensure monthly, quarterly, and annual sales quotas are fulfilled
- Understand and effectively capitalize on industry trends; articulate the benefits of GlyMed plus products and product ingredients
- Ensure leads are properly qualified; ability to adapt to situations and appeal to decision makers
- Build and maintain strong business and client relationships; provide superior customer service and take a consultative approach to clients and prospective clients
- Assist in Maintaining tracking of business activities, including client list and activity on accounts
- Responsible for planning and executing efficient travel schedules
- Assist in Tracking sales metrics
- Coordinate outside sales efforts with territory Business Coordinator and internal customer service team
- Ensure all client issues are resolved quickly in accordance with GlyMed Plus' practices and policies

- Effectively qualify leads and close the sale
- Assist in trade shows and other promotional opportunities
- Other duties as assigned

REQUIREMENTS:

EDUCATION, EXPERIENCE, KNOWLEDGE:

- Minimum 2 years of hands-on experience within skin care industry
- Valid Aesthetics License
- Bachelors Degree in Marketing, Business Administration, or other related degree preferred but not required
- Previous retail or B2B sales preferred

COMPETENCIES:

- Action Oriented
- Business Acumen
- Career Ambition
- Comfort Around Higher Management
- Composure
- Command Skills
- Drive for Results
- Customer Focus
- Interpersonal Savvy
- Organizing
- Planning
- Presentation Skills
- Perseverance
- Problem Solving
- Process Management
- Technical Learning
- Time Management
- Understanding Others
- Written Communications

WORK ENVIRONMENT: This position is located in typical office setting, with up to 80% travel required

Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job responsibilities, tasks, and duties. Responsibilities, tasks, and duties of the jobholder might differ from those outlined in the job description and that other duties, as assigned, might be part of the job.