

INSIDE SALES REPRESENTATIVE

Hiring Immediately

Orlando, FL or Westlake, OH

OxyGo HQ Florida, LLC., parent company of Applied Home Healthcare Equipment, has an immediate full-time opening for an Inside Sales Representative in either our Orlando, FL or Westlake, OH locations.

OxyGo Inside Sales Representatives are highly successful, adaptable, and intelligent salespeople with a proven track record of sales success.

About the role:

Inside Sales Representatives are responsible for sales and customer satisfaction in their given territory. Specifically, prospects, qualifies, and generates sales with the company's existing customers.

- Understand the needs and expectations of customers & provide relevant OxyGo product solutions
- Engages in product and technical discussions as well as resolving customer queries
- Responsible to close sales deals and achieve customer satisfaction
- Identify opportunities to improve existing and new accounts by demonstrating the ability to promote and upsell monthly specials and promotions
- Achieve short and long-term sales targets and improve goodwill of the organization
- Keeps management informed of all activity including timely preparation of reports
- Responsible to fulfill a variety of Customer Care tasks for all our Divisions (OxyGo, AHHE, SuperFlash) including but not limited to order entry, back-order follow up, provide tracking information and general client inquiries

Skills and Abilities

- Excellent communication skills both verbal and written
- Adaptable to changing situations, customers, and products
- Coachable, with a drive to learn and grow
- Ability to handle incoming calls, promptly and professionally
- Desire to work autonomously towards goals
- Persistent but respectful and courteous

Education and Experience

- Proficient Microsoft Office Suite and knowledge of Epicor is a plus
- An Associate's Degree or Bachelor's Degree in Business or equivalent experience in related field
- 2-4 years of inside sales experience
- Customer service experience including phone calls and data input
- Experience selling medical products B2B & home healthcare equipment market is a plus
- Experienced using CRM, HubSpot a plus

Benefits: Medical; Dental; 401(k); Life Insurance; Long Term Disability; Paid Time Off; Paid Holidays

COVID-19 Precaution(s): Temperature screenings, social distancing guidelines in place

Salary Range: Market/Competitive relative to experience

Please submit resume, salary requirements and date available to start.

Other Requirements:

Successful clearance of pre-employment background and drug screen required. The Company conducts business with the Federal government and complies with all applicable Federal laws, regulations, and guidelines.

For employment, all persons hired must provide valid proof of identity and eligibility to legally work in the United States.

An Equal Opportunity Employer

ADA Compliant

Drug-free and smoke-free workplace

Visit our Company websites:

- www.oxygo.life
- www.applied-inc.com
- www.oxyfuelsafety.com