Sales Professionals will gain hands-on education and experience with leading-edge laser technology while receiving a competitive salary and commissions and accelerating their career aspirations. Continuous study of Fotona products, medical aesthetics, and the aesthetic/medical laser industry is expected and required for success.

Responsibilities:

Demonstrate professionalism, excellent communication, and organizational skills, and establish a strong sense of trust among our growing customer base.

Manage high-volume cold calls to medical practices and med spas.

Identify decision-makers and evaluate buying process.

Determine prospects' business needs and goals to determine solutions.

Actively seek out new customers through prospecting, trade shows, virtual and live meetings, and other points of contact.

Study frequently to remain knowledgeable on products and services.

Demonstrate a consistently strong work ethic, excellent communication skills, and organizational skills.

Travel within a territory, as well as attending trade shows, trainings, and other events is required in this role.

Ability to work flexible hours, including some evenings and weekends.

Represent Fotona with high-level integrity and professionalism.

Qualifications:

Minimum 2+ years experience in outbound business-to-business sales experience preferred.

Capital Equipment, Durable Medical Equipment, and/or Medical Device sales experience a strong plus.

Demonstrated ability to develop qualified appointments.

Knowledge of sales and marketing principles and strategies.

Excellent phone, written, and in-person sales and communication skills.

A strong passion for prospecting.

Basic MS Office Suite and computer/internet skills for communications and research.

Experience using CRM tools, Salesforce preferred.

Reliable, strong work ethic and ability to work independently to produce results.

Additional Requirements:

Ability to drive within the territory daily.

Ability to travel overnight (30% on average) within the territory and outside of the territory for attendance at national trade shows, trainings, and other events.

Ability to work flexible hours, including some evenings and weekends as needed.

Ability to lift and carry up to 50 lbs. occasionally, ability to lift and carry over 50 lbs. occasionally, ability to push/pull very heavy equipment on wheels/casters occasionally.

Ability to stand, lift, push/pull, bend, squat, stretch, reach, twist/turn, walk, and reach throughout the day, ability to work at a computer and sit and/or drive and for extended periods frequently.

Education:

Associate’s or Bachelor’s degree preferred though not required.