



Company Overview

Echo Healthcare is a dynamic and progressive medical simulation company focused on saving lives and improving patient outcomes through innovation, education and technology. We are located in Sarasota, Florida and have offices located throughout North America. We are currently searching for individuals who share our passion for customer service and customer intimacy to join our team as we expand our presence in the marketplace.

Position Overview

Echo Healthcare is searching for an Inside Sales Representative to join our current Business Development team for our MeLiSA Product line. MeLiSA stands for Master Level Service Agreement, and provides customers with instant and live access to technical support for their medical simulators. This is a work from home (remote) position.

Responsibilities for Inside Sales Representative

Reporting to the Manager of Business Development, MeLiSA, the candidate will:

- Create new sales opportunities through outbound cold calls and emails, and inbound lead follow-up
- Research targets, identify stakeholders, and generate interest in the MeLiSA product
- Schedule demonstrations and meetings for the Business Development team
- Maintain and expand database of prospects
- Maintain, update, and organize accounts in the CRM
- Create and maintain weekly reports on established metrics to share with the Business Development team and Leadership team
- Work closely with the Business Development team to ensure sales targets are achieved
- Become a product expert in the MeLiSA product suite

Qualifications for Inside Sales Representative

- Experience in a sales or customer service environment
- Strong phone presence and experience in multiple daily cold calls
- Strong communication and rapport building skills
- Ability to prioritize, organize, and manage time effectively

- Ability to work autonomously and remain motivated in a remote work environment
- Proficient with technology and various types of programs and CRM
- Excellent oral and written communication skills
- Bachelors Degree preferred, or equivalent combination of years of experience

Job Classification

Full Time

Benefits

Medical, Dental and Vision available

Job Pay

\$17.00-\$20.00/ hour

Qualified candidates are invited to submit their resume, with cover letter to info@echosimulation.com