

## Associate Medical Sales Representative – US Region

Interested candidates, please submit your cover letter and resume to: [admingroup@lovebeautypro.com](mailto:admingroup@lovebeautypro.com)

**Company Websites:** <https://lovebeautypro.com/> <https://plasmaconcepts.com/>

### Overview:

This position would be an addition to our current team. You would be joining our already established & seasoned team of employees.

- Opportunity to get in on the ground floor of a fast-growing company in the high demand medical aesthetics industry! Fun and fast-paced environment with unlimited career & growth potential. Work alongside company founders and be able to make a difference in the growth of the organization.
- Our company provides business-to-business aesthetics distribution and advanced clinical training. We are in the medical skin care industry selling wholesale professional skin care treatment products and devices to licensed professionals (including physicians, plastic surgeons & dermatologist practices, nurses, aestheticians, medical spas).

Are you interested in driving change, bringing new products to market and problem solving? Do you want to work with a growing company and have an immediate impact? We want you to join us!

We are looking for great additions to our team, please apply even if you do not fit all the listed criteria.

Plasma Concepts/ Love Beauty Pro, a high-quality Aesthetic medical device and products company, is currently seeking a hardworking, committed, loyal and results-oriented sales professional to join the team as a dedicated, full-time Associate Sales Representative to empower our 1099 Sales Representatives inside and in the field by assisting with initial lead generation, establishing contacts, phone and email outreach, in person cold calling, and scheduling live demonstrations. based in the **United States**.

Strong communication skills, multitasking, ability to prospect, identify leads, and cold-call by phone, email and in-person, with a drive to achieve and succeed, aptitude to

learn medical and technical information quickly, ability to build strong, lasting relationships, a strong work-ethic and a competitive nature is necessary.

This is a great opportunity to join a rapidly growing, Medical Aesthetics Device & Product company with exceptional leadership in the cutting-edge field of Medical Aesthetic Medicine.

### **Job Description:**

- Reporting to the Regional Sales Manager, the Associate Sales Representative will partner closely with 1099 Sales Representatives in the area to quickly learn about the competitive Medical Aesthetic Medicine market, while contributing to the growth of that business in the assigned territory. He/she/They will partner in all aspects of the sales call pattern, including but not limited to, uncovering new business in the assigned territory, marketing and promotion of the products in the assigned accounts, cold calling in person and by phone/email to generate leads and appointments, managing inventory, and contributing to the conversion of customers to Love Beauty Pro/Plasma Concepts.
- Schedule demonstrations for 1099 Sales Representatives in which Love Beauty Pro/Plasma Concepts Devices and products are used.
- Co-educate and inform doctors, nurses, and appropriate staff personnel as to the proper use of Love Beauty Pro/Plasma Concept devices and products, product functionality and updates, changes to product portfolio, and educational programs.
- Work with local sales team to contact new customers and identify sales opportunities, deliver excellent customer service, and further develop the customer relationship as needed.
- Identify the needs of new prospects, in conjunction with the 1099 Sales Representatives, and develop appropriate responses.
- Following extensive product training, tailor Love Beauty Pro/Plasma Concepts promotional message based upon knowledge of the customer, answer customer questions about product & device functionality, and distinguish Love Beauty Pro/Plasma Concepts devices and products from those of its competitors.
- Perform inside and field calls within the assigned territory, through coordination between the 1099 Sales Representatives and Regional Sales Manager.

- Assist in the implementation of new sales plans and effective marketing strategies to competitively position the company. Partner with the Regional Sales Manager to meet and exceeding business targets.
- Acquire a basic understanding of in field and remote to include regulatory compliance issues and adhere to these guidelines.
- Partner with Regional Sales Manager on inventory management and building of proper inventory levels to meet customer needs.
- Assist and partner with 1099 Sales Representatives and Regional Sales Manager in acquiring and processing orders.
- Participate in and attend sales meetings and professional association meetings as requested.
- Consistently adhere to compliance and the principles of responsibility by maintaining the privacy and confidentiality of information; protecting the assets of the organization; acting with ethics and integrity; reporting non-compliance; and adhering to applicable federal, state and local laws and regulations, accreditation and licenser requirements, and Company's policies and procedures.

### **Qualifications:**

- Strong communication skills, multitasking, ability to prospect, identify leads, and cold-call with a drive to achieve and succeed, aptitude to learn medical and technical information quickly, ability to build strong, lasting relationships, a strong work-ethic and a competitive nature.
- Bachelor's Degree required.
- 2+ years of inside sales experience required.
- Proven track record of success in Inside Sales.
  - Experience utilizing phone, email, video conferencing platforms, and social media for sales and lead gen.
- Desire to make a difference...every day!

### **Why Work Here?**

The chance to work with a well-respected and growing Medical Aesthetic Device and Products Company with an energetic and positive team culture!

### **Compensation:**

Attractive base salary, uncapped commission, monthly remote allowance, and full benefits package.

### **References:**



Please be prepared to provide three professional references including name, relationship to applicant and their contact information.

If interested, please respond with a cover letter and resume to this posting. All inquiries are held in strict confidence.

### **About Us**

We are committed to the success of aesthetics providers. Our mission is to advance their professional skills and education, empowering providers to administer the highest level of treatments and results for their aesthetics clients.

Our company is a leading distributor and advanced aesthetics institute for PRX-Derm Perfexion biorevitalization, PlasmaMD™ handheld plasma energy device and other in-demand, cutting-edge technology and products.