

## TCGRx Inside Sales Representative Position

### Position

Inside Sales Representative

### Company Profile

TCG is an industry leader in automation and design services for hospital, long-term care, retail, outpatient, and specialty pharmacy markets. The staff designs and integrates automation solutions into every aspect of packaging devices, workflow software, and other individual products to improve the overall process in pharmacies. The company has a strong presence in all pharmacy markets throughout the United States and Canada.

### Job Description

The inside sales representative will be responsible for selling equipment and consumables to our existing customer base, generating leads for our field sales team, and developing and maintaining customer relationships through our customer satisfaction and retention program. In addition, the sales representative will serve as a key point of contact for the customer and will coordinate communication with all internal and external stakeholders, including field sales, technical sales, and implementation planning.

### Duties and Responsibilities

- Achieve or exceed established sales quotas
- Identify and manage existing and new customer prospect lists
- Communicate effectively with established customers and prospects to identify, qualify, and close sales opportunities
- Generate quality leads for the account sales managers in your assigned territory
- Consult with existing customers and ensure their satisfaction with our products and services and to build a strong referral base
- Respond to customer inquiries and requests for product information
- Enter and update CRM (Customer Relationship Management) database records and routinely query the system to identify and manage new opportunities
- Provide a weekly activity and account status update report

### Skills and Attributes

- Excellent phone and verbal communication skills
- Outgoing personality
- Strong interpersonal and relationship building skills
- Well-developed organization and presentation skills
- Highly self-motivated with a strong work ethic and desire to succeed
- Customer-oriented creative thinker with strong listening skills, coupled with the ability to identify and understand complex problems and to offer compelling solutions

### Education and Qualifications

- Associate degree, Bachelor's degree preferred
- 2-3 years of prior inside or outside sales experience desired
- Must be computer literate and proficient in the use of Microsoft® Office products (Excel, Word)

### Compensation

- Salary plus commission and benefits. Salary commensurate with experience. Commission uncapped.

### Submit Resume to:

Email Resume to: [the info@tcgrx.com](mailto:info@tcgrx.com)

TCGRx

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Attention: Director of Sales and Marketing