

Cranium Concierge (Junior Sales Associate) POSITION:

Ninth Brain (<http://www.ninthbrain.com/>) is currently seeking a Junior Sales Associate with experience in the EMS / First Responder industry to join our team. The Junior Sales Associate is primarily committed to supporting sales initiatives and will report directly to the Brain Ambassador (Lead Salesperson). This individual will provide support, demonstrations, communication, documentation, etc. for sales efforts. Light on sales experience? That's okay! With the perfect blend of EMS industry experience and engaging personality traits, you should fit right in!

The primary responsibility is to support the Brain Ambassador with sales initiatives. As in all positions at Ninth Brain, this person will also wear many hats within the company, and may assist with, customer support, software testing, and various projects. This is an excellent opportunity for an outgoing, self-motivated, high energy, detailed oriented individual who is looking to be a part of our growing team!

Job Title: Cranium Concierge (Junior Sales Assistant)

Required Qualifications:

- Bachelor's Degree and/or relevant EMS Certifications
- Experienced HealthCare industry professional especially in EMS highly desired
- 2+ years in sales and/or customer service-oriented positions helpful
- Experience in consultative selling, B2B sales, software demonstration a plus
- Excellent problem solving, networking, verbal, written, presentation skills
- Desire and ability to develop and cultivate relationships with clients
- Ability to travel and work at conferences and tradeshow across the country. (Potentially 6-8 conferences a year that may include weekends depending on conference schedule)
- Strong work ethic, self-motivated, and ability to multi-task in a fast-paced environment
- Proficient with Microsoft office, online meeting/demo sites, and CRM software
- Patient, Positive, and Motivating personality a MUST!

Job Location: Telecommute position; Applicants must reside in the state of Michigan.

Job Type: Salary Full-Time position – M-F 8am-5pm.

Primary Responsibilities:

- Monitor incoming prospect requests, via website, email, phone calls, conferences, etc.
- Find opportunities, such as monitoring RFPs, cold calling CRM prospect list, etc.
- Handle all inquiries/follow ups with professionalism and enthusiasm.
- Create/maintain prospect profiles, communications, and documents within CRM.
- Setup and maintain re-occurring, ongoing updates to NBS demo and sandbox sites.
- Prepare/conduct online demonstrations of the NBS software for prospects.
- Prepare/conduct online demonstrations of upsell features to existing NBS clients when needed.
- Create sales quotes, manage negotiations, and create orders with the approval of management.
- Research and manage tradeshow logistics.
- Professionally represent at tradeshow – travel, setup booth, talk with clients/prospects, etc.
- Assist with preparing sales action plans and schedules.
- Research and maintain competitor profiles.
- Ensure customer service satisfaction and good client relationships.

Salary: Salary negotiations start at \$50,000 and is dependent on level of experience. Opportunity to grow into a Sales Position role.