



45 South Street
Hopkinton, MA 01748
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Istobiologics.com

Position: Part-Time Account Specialist
Location: Northern Virginia
Reports to: Territory Manager

Isto Biologics, an orthobiologics company dedicated to improving patient quality of life by using the science of human biology to advance solutions for spine, orthopedics, and sports medicine, is currently seeking a Part-Time Account Specialist to join our sales team.

Primary Responsibilities – Working under the direction and guidance of the Territory Manager (TM) the Account Specialist (AS) is responsible for

Providing case coverage support to existing and new customers.

Case coverage will be scheduled cooperatively with TM, distributors and key accounts. The AS will provide in-service technical support of product use (primarily MARO, Influx and InQu) in the OR setting. (Occasional PRP coverage support in the office setting may also be required.) Related duties include scheduling, case preparation, machine troubleshooting, and coordination with Customer Service for proper billing and any necessary product replenishment. All coverage activity will be in alignment with the strategic priorities of the organization.

New account development, generating sales of company's products in the direct sales model. Sales activity requires calling on prospective customers, providing technical and administrative information, demonstrating product use and quoting appropriate prices in a designated sales region. Involves market research and follow through as well as cold calling, by visiting potential new customers in the region to increase revenue. The Part-Time Account Specialist also acts as a liaison with established accounts to ensure satisfaction

Activity recordkeeping is required on salesforce.com. Participation in sales meetings, training programs and attendance at conventions and trade shows may be required, as is operating to applicable areas of the company's Quality System.

Education/ Experience:

- A four year Bachelor's Degree in a scientific or technical field or equivalent education/experience is desired.
- Previous hospital/OR based service and related orthopedic and spinal surgery sales experience would be highly preferred, along with a demonstrated interest in patient care.
- Position requires a self-motivated, results-oriented individual with strong interpersonal, communication, administrative and organizational skills.
- Strong business acumen including the business planning and relationship management is required.
- Position will present varied work hours and travel, depending on region.
- A valid driver's license in good standing is also required.