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istobiologics.com

Position: Senior Account Specialist
Location: New York City
Reports to: Regional Sales 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 an experienced Senior Account Specialist to join our sales team.

Responsibilities:

Providing case coverage support to existing and new customers. The SAS will provide in-service technical support of product use in the OR setting. Related duties include scheduling, case preparation, machine troubleshooting, and coordination with Customer Service for proper billing and any necessary product replenishment.

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 Senior Account Specialist also acts as a liaison with established accounts to ensure satisfaction.

Education/ Experience:

- A four-year bachelor's degree in a scientific or technical field or equivalent education/experience is desired.
- Experience with Salesforce preferred.
- 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.