**Job Title: Sales Representative**

**Position Location** – Missouri/Kansas/Iowa

Isto Biologics, a medical device and biologics company dedicated to providing advanced solutions for spine, orthopedics, and sports medicine, is seeking a full time sales representative to cover Missouri, Kansas and Iowa.

* Responsible for direct sales of company’s products to ensure the achievement of sales objectives by calling on prospective customers, providing technical and administrative information/demonstration, and quoting appropriate prices in a designated sales region.
* Responsible for ensuring the territory’s sales strategy is in alignment with the strategic priorities of the organization
* Responsible for new account development and growth of existing accounts, lead generation and qualification activities to develop the opportunity pipeline.
* Must have proven ability to develop new and manage existing distributor relationships.
* Develop creative solutions for customers consistent with business plan objectives
* Evaluate and implement sales techniques to increase revenue.
* Required to attend and participate in sales meetings, training programs, conventions and trade shows as necessary.

Education / Experience –

* A demonstrated track record of sales success and accomplishment in a related sales capacity, with  (2) years of previous experience preferred.
* Position also requires outstanding self-motivation, leadership, interpersonal, administrative and communication skills.
* A four year Bachelor’s Degree in a scientific or technical field or equivalent education/experience is desired. Valid driver’s license required.