

## Inside Sales Representative

---

Theralase is the foremost brand in a New Era of Cold Laser Technology. The Theralase Team proudly manufactures a state-of-the-art superpulsed laser system claiming efficacy for a full range of conditions including pain management, wound healing, dental treatments, veterinarian applications, smoking cessation, and anti-aging.

As a result of continued growth, we are looking for an Inside Sales Representative to join our team. Your primary responsibilities are the following: Call prospective practitioners to schedule appointments for the outside sales team, prepare and send information packages to prospective buyers, generate new leads through web research and networking, update our CRM tool with prospect information and create intelligence reports on competitors and medical conditions laser can assist.

The ideal candidate will have 1-2 years past experience working in a sales role and must demonstrate a high level of written and oral communication. The ability to communicate and clearly articulate to potential customers is of the utmost importance.

We expect our candidate to learn quickly, take the initiative to learn more by using internet resources and collaborate with team members.

Post-secondary education or equivalent work experience required. Applicants must be bondable.

### Duties and Responsibilities:

- Call prospective practitioners and schedule appointments for the outside sales team
- Prepare and send information packages to prospective buyers
- Generate new leads through web research and networking on the phone
- Create proposals and send to customers
- Record all prospect interactions in the CRM tool
- Report weekly sales activities to direct manager
- Create intelligence reports on competitors and treatable conditions
- Perform administrative duties as needed by the company

### Skills and Qualifications Required:

- +2 years of sales experience in a similar role
- Post-secondary education (college or university)
- Fully computer literate (Microsoft Office, Excel, Outlook, Word).
- Ability to learn and remain calm and focused under pressure
- Excellent communication skills oral and written
- Organized, self-disciplined and professional in demeanor
- Able to bring closure to difficult projects

### Compensation

Theralase offers a competitive compensation plan including a base salary plus bonus, and a comprehensive benefits package that includes extended health, dental, drug, disability, and more.

### Questions about this position

If you have questions or comments about this position or our company feel free to contact us at [careers@theralase.com](mailto:careers@theralase.com); we will be happy to provide you with the information you need.

### How to Apply

Send resumes to:  
[careers@theralase.com](mailto:careers@theralase.com)

