



Seroyal



Inside Sales Representative

Sudbury, MA

About Atrium Innovations

Atrium Innovations is a recognized innovative leader in the development, manufacturing, and commercialization of science-based nutritional and supplement health products. The company's mission is to be a global leader in vitamins, minerals and supplements, offering free-from science based nutritional solutions through healthcare professionals. Atrium Innovations Professional brands include Pure Encapsulations®, Douglas Laboratories®, Genestra Brands™, KLEAN Athlete®, Pharmax™, and Wobenzym®.

Nestlé Health Science invests in every employee to make certain each person can reach their greatest potential and works in an environment rooted in respect, diversity and teamwork. We focus on empowering the patients and consumers we serve to live healthier lives through industry leading nutrition and nutrition-enabling solutions by keeping their needs at the center of everything we do. We make quality and innovation our highest priorities when delivering our trusted brands such as Pure Encapsulations®, Douglas Laboratories®, Garden of Life®, and many more. We are a globally recognized leader in the field of nutrition science with our US headquarters in Bridgewater, NJ, and have over 5000 employees around the world. Come join the Nestlé Health Science family and experience exciting opportunities!

Position Overview: The Inside Sales Representative is responsible for achieving sales objectives within their unique targeted group of customers by promoting, managing and growing the Atrium Innovations brands for Pure Encapsulations and Douglas Laboratories as well as prospecting new customer opportunities.

We are looking for a professional candidate with documented success as an inside sales representative that can play a fundamental role in developing relationships, achieving sales and activity targets as well as new customer acquisition.

This is not a typical sales job! At Atrium, we build relationships with our customers. We strive to bring them the very best experience and provide them with an exceptional product. Inside Sales is the face of our company to our customers. You will be an integral part in elevating our brand and company further.

Responsibilities include but are not limited to:

- Effective engagement and relationship building skills with territory targets
- Utilize product knowledge and effective selling skills to influence targeted customers and prospects
- Achieve sales and activity targets as set by the company
- Analyze territory information to optimize calls and maximize program
- Participate and represent Atrium Innovations in industry conventions, seminars and/or other educational events as needed
- Effective time management, business planning and administrative skills discipline
- Understand and enter all required information into CRM, ensuring data integrity

Skills/Experience Required:

- Proven inside sales experience and overachieving quotas
- Strong phone presence
- Excellent rapport building skills
- Ability to function independently as well as within a team environment
- Strong listening and presentation skills
- Excellent persuasive verbal and written communication and listening skills
- Ability to plan, prioritize and manage time effectively
- Self-motivated, results driven with performance accountability
- Exhibits professional behavior
- Experience working with Salesforce.com or similar CRM
- BA/BS degree or equivalent
- Ability to travel as needed
- Vitamin/mineral/supplement industry knowledge preferred, but not required

Job Type: Full-time