



Job Description

Position title: Sales Cadet (Paid Internship)
Reports to: VP - Sales
Location: Golden, CO

Overview

Echoserve is a leading provider of service and repair for diagnostic imaging equipment in hospitals, imaging centers and medical private practices. We are currently looking for highly motivated Sales Interns. This is a 6-12 month paid internship in which the successful candidates will have the opportunity to interview for a full-time sales position at Echoserve. This is an excellent opportunity to get paid while receiving a medical sales education.

Qualified candidates must have the desire to move into a sales position and have a successful background in business. These positions will be paid hourly. Full-time and part-time positions are available. Some sales experience preferred. Current undergraduate and graduate students will be considered if they are within one year of completing their degree program.

Responsibilities

- Work with seasoned diagnostic imaging equipment sales professionals to learn about the industry and sales strategy.
- Assist with business development and planning.
- Establish and maintain relationship with Echoserve sales teams and our customers.
- Conduct outbound campaign calling and relationship management activities to business prospects.
- Create customer interest, answer questions and initiate the sales process on outbound and inbound calls.
- Capture pertinent customer data elements to increase knowledge of the customer and update the information within the Customer Relationship Management (CRM) database.
- Assist Inside Sales, Outside Sales and Customer Service Representatives as needed.
- Other duties as assigned.

Desired Qualifications

- Strong desire to work in medical equipment sales
- Dynamic personality with a high energy level
- Excellent communication skills both verbal and written
- Ability to work effectively with internal and external customers
- Working knowledge of the Microsoft Office Suite of software applications
- Organizational skills and ability to prioritize tasks
- Knowledge of common sales practices
- Understanding of business phone etiquette
- Strong typing skills