

# United Kingdom Jobs Expertini®

## Regional Sales Support Representative

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Company: Kerr U.K. Limited

Location: United Kingdom

Category: other-general

### Description

**Position Summary:** The **Regional Sales Support Representative (RSSR)** will gain hands-on experience in various aspects of sales while providing general sales support for the sale of loupes and light systems for healthcare clinicians in our European Market. Primary responsibilities include partnering with Sales Representatives in the field at appointments and events and providing them with support in performing lead generation activities and conducting customer fittings.

### **Essential Duties and Responsibilities:**

Shadow Sales Representatives in the field to gain insight into all aspects of sales including relationship building with integrity, promoting products, taking custom measurements, and servicing custom loupes and light systems.

Attends and supports Sales Representatives at trade shows, school fittings, and continuing education events.

Provide Sales Representative coverage in open territories when needed.

Conducts outbound sales calls to customers to support funnel management.

Provides customers with sales consultations and post-sales service over the phone and in person.

Creates new sales opportunities through in-person cold calling, social media, and phone

prospecting.

Maintains a high level of product knowledge to support a high level of conversion rate from lead to appointment.

Qualifies inbound marketing leads via Customer Relationship Management (CRM) system in a timely manner to achieve daily and monthly targets and follows standard work.

Maintains open communication with the field sales team to ensure a seamless transition of leads from Marketing to Sales.

Attends, understands, and actively participates in daily, monthly, and quarterly department meetings to stay abreast of Key Performance Indicators (KPIs) and top priorities including the status of appointment metrics and conversion rate.

Participates in continuous improvement activities under the Envista Business System (EBS) to contribute to a high-performing team while meeting customer satisfaction.

Attends required department trainings on and offsite when needed.

Follows company policies and procedures including quality and safety.

### **Job Requirements:**

**Qualifications: To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. This individual must be able to function in a fast-paced environment, where priorities may change rapidly. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.**

### **Education and Experience:**

High school diploma or equivalent required. Bachelor's degree preferred.

Minimum of 2 years of relevant work experience required.

### **Skills and Abilities:**

Ability to travel up to 75%, ground, and air, including weekend travel required.

Self-driven and strong interpersonal skills required.

Good business acumen including business management fundamentals required.

Proficient with Microsoft Office including Outlook, Word, and Excel required.

Proven success in quickly learning computer systems required.

Good data entry accuracy and strong attention to detail required.

Effective verbal and written communication skills in English required.

Proven success in prioritizing assigned work required.

Ability to gather, understand, and interpret information required.

Good analytical and conceptual thinking skills required.

Ability to build and maintain good rapport and handle situations with confidence, tact, and resourcefulness required.

**Physical Demands:** Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

Constantly sits.

Frequently uses hands and fingers.

Occasionally walks and stands.

Rarely bends and stoops.

Occasionally reaches up/down with arms.

Frequently lifts and/or moves up to 35 lbs.

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**Operating Company:**

Orasoptic

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