

JOB DESCRIPTIONS/REQUIREMENTS

Job Type: Regional Account Specialist
Company: Altura Pharmaceuticals
Company Location: Santa Fe Springs, California
Contact Name: Carol Bouterse
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Salary Range: Draw against commission

Job Description

An industry leader in FDA-regulated pharmaceutical packaging, based in the Los Angeles area, is seeking a highly motivated Business Development Representative. The company sells custom packaged pharmaceutical products for point-of-care dispensing. This is an outside sales job, with 95% of your time canvassing your territory. The candidate must be a self-starter.

Main Responsibilities

- Learn the technical issues that relate to selling the company's services
- Develop new business through prospecting, research, cold calling, sales calls, and follow up, persistence
- Account Management - develop relationships and expand opportunities client's accounts to increase sales revenue
- Attend and work industry meetings, tradeshow and events (both local and out of town)
- Comprehensive, analytical, well-documented sales reports to sales manager

Qualifications

- Sales experience preferred
- Bachelor's degree required, science discipline preferred
- Ability to work effectively with all levels of the company and customers.
- Excellent organizational, verbal, interpersonal, presentation and written communication skills
- Hard working, dedicated
- Proficient in MS Excel, Word, and Power Point.
- Previous DME sales reps encouraged to apply.
- Knowledge of Work Comp industry a definite plus.

Territories available:

San Diego County

Los Angeles County West Side to SF Valley

Kern/Fresno/Tulare/Kings Counties