**Inside Sales Representative- OBP**

**CooperSurgical Inc.**

**Livingston, NJ**

The **OBP Inside Sales Representative** is a full time, inside sales position based in our Livingston, NJ office. You will be calling on Hospitals and OBGYN offices to promote, convert, and close leads for one of our newest and cutting-edge product lines, which is an innovative illuminating device that is used in more than 13,000k locations in the country. This inside sales team contributes to the overall success for all our business units/

**About CooperSurgical**

CooperSurgical is a leading fertility and women's healthcare company dedicated to putting time on the side of women, babies, and families at the healthcare moments that matter most in life. CooperSurgical is at the forefront of delivering innovative assisted reproductive technology and genomic solutions that enhance the work of ART professionals to the benefit of families. We currently offer over 600 clinically relevant medical devices to women's healthcare providers, including testing and treatment options.

CooperSurgical is a wholly-owned subsidiary of CooperCompanies (Nasdaq: COO).  CooperSurgical, headquartered in Trubull, CT, produces and markets a wide array of products and services for use by women's health clinicians.  More information can be found at www.coopersurgical.com.

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| **Responsibilities** |  |

* Call on targeted customer lists to generate demand for Cooper Surgical OBP product line.
* Achieve daily call targets by engaging customers at a high level each day.
* Diligently follow up on Leads, to convert/close actively ordering customers.  Qualify inbound leads as part of the lead management process.
* Take a proactive role in customer issue resolution requests.
* Comply with all Federal and state laws and regulations pertaining to Inside Sales, as well as all Cooper Surgical corporate compliance policies and procedures, including but not limited to Cooper Surgical guiding principles and code of conduct.
* Perform account management functions to retain existing customers
* Work collaboratively with other team members and business units to achieve larger company-wide goals
* Work majority of days in our office in Livingston, NJ, with some time spent working from home
* Perform any other duties assigned by the Inside Sales Manager.

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| **Qualifications** |  |

* Bachelor’s degree; preferably in a science or business discipline.
* 1 year of successful inside business-to-business experience preferred.
* 1-year sales and/or marketing experience preferred.
* Advanced Knowledge of Microsoft Office (Outlook, Word, Excel, and PowerPoint)
* Strong focus on providing customers with superior product and service.
* Excellent verbal, written and interpersonal communication skills.
* Strong rapport building skills.
* Excellent active listening skills.
* Good organizational and planning skills.
* Strong selling, closing and marketing skills.
* Clear, articulate and grammatically sound speech and professional phone manner.
* Must be self-motivated and disciplined.
* Strong attention to detail and accuracy in recording/handling client and project information.
* Excellent judgment and decision-making skills.
* Ability to accurately assess individual situations and draw on prior knowledge, experience, and problem-solving skills in order to come up with successful solutions.
* Ability to work independently and as part of a team.
* Flexibility and ability to handle multiple tasks simultaneously.

As an employee of CooperSurgical, you'll receive an outstanding total compensation plan. As we believe your compensation goes beyond your paycheck, we offer a great compensation package, medical coverage, 401(k), parental leave, fertility benefits, paid time off for vacation, personal, sick and holidays, and multiple other perks and benefits. Please visit us at www.coopersurgical.com to learn more about CooperSurgical and the benefits of becoming a member of our team.

To all agencies: Please, no phone calls or emails to any employee of CooperSurgical about this opening. All resumes submitted by search firms/employment agencies to any employee at CooperSurgical via-email, the internet or in any form and/or method will be deemed the sole property of CooperSurgical, unless such search firms/employment agencies were engaged by CooperSurgical for this position and a valid agreement with CooperSurgical is in place. In the event a candidate who was submitted outside of the CooperSurgical agency engagement process is hired, no fee or payment of any kind will be paid.

We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity workplace.

For U.S. locations that require disclosure of compensation, the starting base pay for this role is between $50,000 - $55,000, with a total earnings potential of up to $79,000 at target. The actual base pay includes many factors, and is subject to change and modification in the future. This position may also be eligible for other types of compensation and benefits.