Job Description
Outside Sales/Demonstrations/Training Rep

Job Title: Sales and Training Representative
Department: InnerVision Sales
Reports To: InnerVision Manager

FLSA Status: Exempt

POSITION SUMMARY
Identifies customers interested in the InnerVision digital radiography product line using company computerized database and other industry resources. Schedules calls relating to the product line on a routine basis. Responds to customer phone calls and e-mail inquiries for equipment, supplies and accessories.   Provides after sales product training and contract XTK training.

DESIRED KNOWLEDGE/SKILLS/ABILITIES
- EOD Industry experience
- EOD x-ray knowledge
- Windows based software and XTK software experience

ESSENTIAL RESPONSIBILITIES, AUTHORITIES AND EXPECTATIONS:
Other duties may be assigned.
- Demonstrate InnerVision products to customers.
- Attend and support trade shows relating to InnerVision product line.
- Respond to incoming sales calls from customers and call on customers as needed relating to the InnerVision product line.
- Travel to customer locations to provide product demonstrations and training
- Prospect new customers interested in the InnerVision product line.
- Acts as point contact for customers using InnerVision product line.
- Acts as a customer service representative to insure quality product(s) and service(s) delivery for the InnerVision product line.
- Responds to customer problems relating to the InnerVision product line and refers issues to proper resource.
- Enter new InnerVision customer information and keep existing InnerVision contacts and information up to date in SAGE100 databases.

OTHER RESPONSIBILITIES include the following:
- Evaluate and recommend new InnerVision products.
- Utilize SAGE100 and CRM databases for follow up activities.
- Provide Sales Manager with weekly update of activities including customer visits.
- Attend internal company meetings and provides update on InnerVision sales activities including those that could impact inside sales or service staff.
- Cross train with other team members for backup.