

JOB TITLE: Independent (1099) Aesthetic Sales Consultant

SUMMARY

Biologica Technologies, an innovator in allograft tissue processing methods, is dedicated to being an industry leader with the release of its **Allofill™** adipose-derived allograft filler. We are currently looking for motivated **Independent (1099) Aesthetic Sales Consultant(s)** within the Medical Device/Plastic Surgery/Aesthetic/and Dermatology markets to sell this 'one-of-a-kind' product.

POSITION OVERVIEW

Aesthetic Sales Consultants are responsible for the development of accounts through prospecting, following up on company generated sales leads and cold calling. Key customers include plastic surgeons, cosmetic surgeons, dermatologists, and other office based individuals associated with aesthetic accounts. Sales territories may cover large geographic areas and individuals are required to live in the assigned geography.

DUTIES AND RESPONSIBILITIES

- Promote and sell products to current and potential customers within a defined geography. Initiate specific course of action to increase sales and market share for **Allofill™**.
- Drive product promotion through the implementation and delivery of approved promotional items and approved field-based programs.
- Utilizes effective direct selling techniques and market strategies to expand product demand
- Develop and coordinate physician training programs and practice enhancement in-services and open houses
- Provide technical product and procedure expertise to customers
- Build strong professional relationships, establish credibility and rapport with customers
- Establish and maintain excellent communications and sound working relationships with Biologica Technologies team members, assigned physicians and healthcare providers

QUALIFICATIONS:

- Minimum of 2 years of proven sales experience in quota driven aesthetic/plastic surgeons, cosmetic surgeons, and dermatology sales within assigned geography
- Strong business acumen and ability to understand market opportunities
- High sense of urgency in particular with regards to customer service orientation
- Must maintain a high degree of integrity and be highly ethical at all times
- A valid driver's license and ability to travel within the specific territory
- Bachelor's degree preferred

LOCATION:

- Nationwide territories available

This is an independent (1099) position with a very competitive commission structure.
Please send resume and cover letter to sales@biologicatech.com