



## **Full-time Sales Assistant**

### **Company Overview**

IV Hydreight Inc. — IV Hydreight provides immediate wellness through its mobile platform and core team of professionally trained service providers. Hydreight's unique, custom built, proprietary telemedicine service allows users to book confidential health and wellness and/or medical services at their home, hotel, office, or wherever they might need discreet assistance with the same ease and convenience as booking a ride or ordering food delivery. Hydreight has a 503B pharmacy license under the United States Federal Food, Drug and Cosmetic Act and is a U.S. certified e-script and telemedicine provider, allowing it to provide services in all 50 states. In addition to providing telehealth services, Hydreight's other products include intravenous drips, Botox, and other medical and medspa treatments for a variety of conditions, including dehydration, anti-aging, and more.

### **Position Summary**

The Company is currently searching for a motivated team player to join the exciting, fast-growing company. You will be working in a team-based environment to support current and welcome new licensee partnerships in delivering excellent customer service. If you love helping people, this job is for you.

### **What You'll Be Doing**

- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycles to close new business
- Assist sales team in follow-up procedures such as calls, email, and text message communication with 'hot' leads.
- Possess in-depth product knowledge and be able to conduct demos and relay Hydreight messaging to all prospects

- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring
- Manage contact within HubSpot applying the correct fields and labels to ensure easy high-level visibility of the prospect funnel

### **What You Bring**

- At least 1+ years experience working in a sales division or a background in sales is preferred
- Knowledge and understanding of sales targets, deals, generating leads
- Ability and drive to not only meet but also exceed sales goals
- Exceptional negotiation skills and ability to review contracts with prospective clients
- Knowledge and understanding of target market and current market trends
- Proficient at online systems such as CRM ( working knowledge of google suite, docs, sheets, excel, microsoft word, hubspot)
- Ability to prepare weekly and monthly sales reports
- Ability to provide sales presentations both internally and externally to a range of prospective clients
- Ability to communicate challenges and solutions in a simple and concise manner
- High analytical awareness
- Excellent customer service skills, attention to detail, patience, and high degree of emotional intelligence
- General Administrative skills
- Outstanding analytical and problem solving skills, combined with the ability to provide quick and effective resolutions
- A positive attitude and ability to excel under pressure (Resiliency & Discernment)
- High levels of empathy and the ability to grow/develop off of feedback
- Collaborative and adaptable team player
- Exceptional communication, presentation and organizational skills
- Proficient speaking to clients on phone and through email

### **About You**

- Exceptional communication & active listening skills
- Go getter personality with a positive outlook
- Motivated by meeting and exceeding goals
- Strong prioritization, time management and organizational skills
- Comfortable working in a fast paced, high volume environment
- Strong technical skills & comfort learning new software
- Ability to work well with teams and partners who are remote

### **Requirements**

- High school diploma or the equivalent
- At least 1+ years experience working in a sales division or a background in sales is preferred

### **What Will You Earn?**

Let's agree on salary and vacation once we know what you offer, but our goal is to pay above the market rate for your unique skills.

**Start date** – As soon as possible.

### **How to Apply**

If this sounds like a position for you, please respond to this advertisement with your resume and cover letter to Jessica Friedmant at [jess@hydreight.com](mailto:jess@hydreight.com)