



Crown Laboratories, along with our affiliated companies, has a long-standing heritage in skin care, and we are passionate about providing consumers and clinicians with innovative solutions for the skin. As our mission states, we are committed to developing and providing a diverse portfolio of pharmaceutical and consumer products that improve the quality of life for our customers.

With consumer brands like Blue Lizard Australian Sunscreen, Vita Liberata, and more, we offer best-in-class sunscreens, self-tanning lotions, moisturizers, cleansers and oral care products. Our prescription products provide healthcare professionals with solutions for managing a variety of skin conditions. We are excited about our future, as we grow to become an innovative leader in the dermatology, skin care, and aesthetics industries while enriching the lives we touch.

We are currently recruiting for an experienced **Inside Tele Sales Rep** based at our Johnson City, TN facility which will be responsible for engaging Health Care Professionals in phone and web based discussions to promote assigned products and maximize the products selling potential and meet company objectives.

Main Accountabilities

- Manages all activities associated with outbound/inbound calls with potential and existing customers
- Ensures productivity meets or exceeds standards.
- Phone prospects and identify opportunities to acquire additional business from existing customer base
- Cold call key decision makers for the sales of OTC, Therapeutic and various other product offerings.
- Demonstrate a strong understanding and knowledge the product portfolio.
- Achieve customer satisfaction; by phones, appointments and maintaining high standard of customer service.
- Gather data and actively listen to new and existing customers, fully understand their business requirements and relate to our product offerings.
- Complete associated paperwork following each customer contact in a timely, accurate and legible manner to ensure all details of the transaction are completed according to approved and standardized procedures.
- Report daily activity, including contact information, appointments set, follow ups etc.

Job Related Qualification/Skills

- Bachelor's Degree or an equivalent combination of education and/or B2B experience.
- Minimum 1 year of Tele-Sales experience required
- Pharmaceutical, healthcare and/or telemarketing experience preferred
- Ability to work independently and in a team environment
- Excellent communication (oral and written and presentation skills)
- Personal drive and internal motivation toward high achievement
- Ability to comprehend and communicate complex technical/medical terminology and to maintain the required technical expertise including competitor product knowledge
- Good organizational and planning skill with strong attention to detail and accuracy
- Excellent selling, closing, persuasion and presentation skills.
- Flexibility and the ability to handle multiple tasks simultaneously.
- This is a part time, office based position which may involve working across different shifts
- Ability to sit for extended periods of time in the course of performing their duties.



NOTE: This job profile is intended to provide an overview of expected job duties and requirements. It is not intended to be a contract of employment, explicit or implicit. All contents are subject to change at the sole discretion of the company. Cooperation is expected of all employees. Other duties may be assigned as needed.

We offer a competitive benefits package including vacation, medical, dental, vision, short/long term disability and 401(k) w/match.

an Equal Opportunity Employer