



## **Inside Sales Representative**

Join Capsa Solutions' growing team of branded companies for an exciting opportunity to work with the latest pharmacy automation equipment. Our Kirby Lester division is seeking an Inside Sales Representative to join the Inside Sales team at its Lake Forest, Illinois location.

Reporting to the Inside Sales Manager, this position will be focused on selling a portfolio of products to retail pharmacies. You will be responsible for prospecting, responding to web/phone inquiries, building relationships, and closing business that will increase revenue growth, account penetration, and customer satisfaction within an assigned territory. This role will work collaboratively with internal staff and external clients to ensure the highest level of product service and satisfaction. The inside sales representative will educate customers on the benefits and usage of Kirby Lester pharmacy products. Just as important, you will need to recognize market trends and/or issues and suggest solutions to increase a pharmacy's profitability. You will represent Capsa Solutions and its branded products at tradeshow and will occasionally travel to pharmacies and meet directly with prospects.

Capsa Solutions is a recognized leader in the development and manufacture of healthcare equipment shipped domestically to every state and to over 70 countries worldwide. We have facilities in Portland, OR, Columbus, OH, Huntersville, NC, Lake Forest, IL and Agua Prieta, Mexico.

### **Job Requirements will include:**

- Two (2) year Associate degree preferred
- Minimum of 3+ years' previous successful phone sales experience
- Prior Pharmacy or healthcare industry experience is preferred
- Prior capital equipment sales experience is also preferred
- Self-motivated with a drive to exceed sales quota
- As a successful candidate, you will remain flexible in an ever-changing environment, be collaborative and possess great communication skills.

We offer our valued teammates a solid pay and benefits package which includes paid time off, medical, dental and vision insurance, as well as 401(k) with matching contributions, life and long-term disability insurance. To be considered for this position, please click on the following link: <https://home2.eease.adp.com/recruit/?id=19136022>

***Capsa is an equal opportunity employer. M/F/Vets/Disabled***