



**Employee Position Description**

<b>Job Title:</b> Associate Sales Representative	<b>Department:</b> Sales
<b>Reports To:</b> Account Executive	<b>Date:</b> July 2017
<b>Supervises Direct Reports:</b> No	<b>Location:</b> Outside Sales

At Alliqua, you'll find rewarding opportunities, diverse experiences, and an unwavering commitment to ethics and integrity. As part of our U.S. based team, you'll collaborate with talented and dedicated colleagues whose sense of purpose complements your own. Whatever your career path – whether it's working directly with our customers, manufacturing quality products, or supporting our business in another way – Alliqua offers opportunities to develop and expand your career while making a true difference in people's lives.

**Mission**

With an unyielding commitment to bettering patient health, we provide patients and customers with innovative solutions, creating outstanding shareholder value through disciplined execution and principled leadership.

**Summary:**

The Associate Sales Representative will be responsible for learning the sale process and supporting the region's sales staff. The position is geared for a hunter with the winning mentality.

**Responsibilities:**

Responsible for assisting Account Executives in the region with the successful execution of sales plans for their assigned areas and the achievement of quarterly and annual sales plan objectives. This role includes essential functions such as the management of field sales operations, customer acquisition, cultivation & retention, product launch execution, inventory management, surgical case coverage, and travel within the district as well as maintaining open communications with their region leader.

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all job responsibilities and duties.

**Education:**

- Bachelor's degree or equivalent required

**Knowledge/Skills/Abilities:**

- Excellent communication skills (verbal and written), including the ability to present to groups
- Ability to effectively communicate complex technical information to a variety of customers in multiple settings
- An accountable self-starter who can develop deep customer insights, build and maintain strong professional relationships with physicians, medical group practices, hospitals, pharmacists, nurses, office staff and other health care providers in the patient care continuum
- Possess a high level of ethics, integrity, and trust
- Strong customer focus and analytical skills to identify and prioritize business opportunities

**Physical Requirements:**

- Normal field sales environment which includes normal office environment and driving to and from customer locations
- Must be able to carry 10 lbs of product samples and sales material
- Travel in territory 100 %, travel outside territory about 25 %