

Account Executive

Isolite Systems, a rapidly growing, privately held Goleta based medical technology company is looking for an Account Executive to join our Commercial Team in the Sales and Service Department. Specializing in dentistry, Isolite Systems is the pioneer of innovative solutions that make the dental experience easier, faster and safer for dental professionals and their patients.

The Account Executive will be responsible for managing the company's relationship with both prospects and customers. The Account Executive is responsible for converting prospects to customers, and maximizing annual revenue from existing accounts.

Responsibilities:

- Manage relationships with all customers through use of consultative sales techniques to ensure the obtainment of individual sales and call quality goals
- Maximize potential of initial sale by converting prospects to customers.
- Maximize ongoing revenue from customers by encouraging product implementation and utilization.
- Qualify prospects to determine potential for future sale.
- Perform other functions of sales outreach, as directed by management. Responsible for maximizing the work day and achieving call volume and talk time requirements

Preferred Traits and Abilities:

An Account Executive will exhibit:

- Demonstrated ability to consistently exceed sales goals.
- Ability to communicate with prospects, customers, and co-workers professionally and to resolve issues efficiently and effectively.
- Strong attention to detail, and consistent diligence in maintaining detailed customer records.
- A results orientation and focus on achieving sales, with strong time management skills.
- A solid work ethic and high level of self motivation.
- Flexibility in a dynamically growing/evolving company
- Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages and volume.
- Demonstrated problem solving ability.
- Ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.

Qualifications (Knowledge and Experience):

An Account Executive will have:

- 3 years of successful experience in Inside Sales or comparable position, required.
- Competence and familiarity with MS Office Suite, including Outlook, Word, and Excel, required
- Clinical experience in a dental office or a dental sales background preferred.
- High School diploma, required.
- College degree preferred.

- Experience with "Live Chat" functionality a plus
- Bilingual French or Spanish a plus

Isolite Systems designs innovative, ergonomically efficient products that help dental professionals work faster with less stress and fatigue. Our award-winning product has won numerous honors and the support of dentists nationwide.

As we grow and expand our product offerings, we are seeking professional, enthusiastic, and self-motivated team players to be part of our dynamic team. We offer competitive salaries and a great work environment. Isolite Systems provides a comprehensive benefits program that is designed to help meet the needs of our employees and their dependents while providing flexibility, financial independence, security, and protection. We offer a variety of perks including medical, dental, vision, life insurance, 401(k), employee assistance program, paid volunteer hours, paid holidays, paid personal leave, paid vacation, education reimbursement, fitness membership reimbursement, and professional memberships. We believe in smiling and continually celebrate company achievements and employee milestones. All of these components combined with an energetic and supportive culture make Isolite Systems a great place to work and thrive.

Isolite Systems is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.

Isolite Systems is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at Isolite Systems via-email, the Internet or in any form and/or method without a valid written search agreement in place for this position will be deemed the sole property of Isolite Systems. No fee will be paid in the event the candidate is hired by Isolite Systems as a result of the referral or through other means.