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## INSIDE SALES PROSPECTING REPRESENTATIVE

Atlas Ocular is currently seeking an Inside Sales Prospecting Representative (“ISPR”) to join our national B2B sales organization in an internship position to support our highly talented inside sales team. The ideal candidate will be a high energy self-starter who works well in a dynamic medical organization, and comfortable in a remote work environment.

### COMPANY BACKGROUND

Atlas Ocular is a fast-growing medical device company founded in 2012 and based in Bethesda MD. Our product is “Apollo” a biologic eye bandage for use in clinical practice to treat trauma or inflammation. Our clients are ophthalmologists and optometrists located throughout the United States.

We are in growth mode and to support that growth we have developed a successful inside sales strategy to maximize results and enhance job satisfaction while working remotely. We are strongly focused on training and ongoing education, for both our clients and our team.

### PRODUCT OVERVIEW

Apollo is a human amniotic membrane disc designed for use in ophthalmic applications to facilitate and enhance ocular tissue repair and regeneration with reduced inflammation.

### REPORTING RELATIONSHIP

The position will report to the US Head of Sales and Education.

### POSITION SUMMARY

The ISPR will report directly to the Head of US Sales and Education. In this critical role, the ISPR will be provided with a database of Optometry/Ophthalmology prospects and be expected to meet and exceed a monthly **CALL** quota representing the Apollo product. New leads will be transitioned to the Inside Sales Customer Care Representatives (“ISCCR”) who will further develop the opportunity through direct and indirect forms of communication. The ISPR will periodically participate in ZOOM sessions with physicians, conducted by the ISCCR as requested by the Head of US Sales and Education.

This is primarily a remote position, but should the candidate prefer an office-based position, they may work in our Bethesda office, but all health, safety and COVID protocols must be adhered to. The remote position will require some in-office meetings.

### JOB EXPECTATIONS

- The ISPR will need to meet and exceed a monthly quota and report progress during weekly face-to-face or remote meetings.

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- The ISPR will be required to meet daily call objectives based on metrics established by leadership.
  - The ISPR will be required to routinely reach out to, and communicate with, all stakeholders of a client's office. This can include, but not be limited to, the physician, technician, billing manager and office manager.
  - The ISPR will manage prospects utilizing Salesforce CRM software, phone and email.

## MINIMUM REQUIREMENTS

- Senior or graduate from a sales and marketing program with a 3.0 GPA or greater.
- Self-starter with ability to interact with the remote sales team and leaders via Zoom and phone meetings.
- Ability to learn how to professionally engage with both physicians and our sales team.
- A strong commitment to ethical and responsible representation of Apollo and Atlas Ocular.
- Personable and outgoing, reliable, respectful, punctual and enthusiastic.
- Excellent organizational ability to set priorities, organize workload and meet goals.
- Ability to manage complexity and operate in ambiguity.
- High degree of self-motivation and excellent verbal and written communication, interpersonal and negotiating skills.
- Technology proficient with ability to utilize our CRM system and use Word/Excel and PowerPoint.
- Tenacious and resilient in overcoming objections.
- Easily builds trust.
- Proven ability to function as a competent team member.

## HOURS AND COMPENSATION

**Current Student:** 12-15 hours per week. \$1,000/month stipend. Bonus potential at conclusion of internship, based on lead performance.

A candidate that successfully completes the internship, and who meets or exceeds expectations may earn the opportunity to interview for a full-time position with Atlas Ocular.

## START DATE

TBD

## TO APPLY

To apply please send an email with a brief description of your experience and how you feel you would fit with Atlas Ocular to [gbrown@atlasocular.com](mailto:gbrown@atlasocular.com) with the subject "ISPR Internship". Please attach your resume.

Atlas Ocular's culture is one of inclusion, celebrating diversity and growth, not only as individuals but as a company. We know that our greatest strength come from the people who make up our team. In recruiting for our team, we value the uniqueness that every individual will bring to our company in terms of education, opinions, culture, ethnicity, race, sex, gender identity and expression, nation of origin, age, languages spoken, veteran's status, color, religion, disability, sexual orientation, and beliefs.