



## Inside Sales Representative (French Speaking Territories)

### Job Description

#### The Company

Aperio is the leading provider of digital pathology solutions in hospital and reference labs, academic medical centers, and biopharma institutions across the world. Today, our affordable and complete product portfolio is proven to lower costs, increase efficiencies, and enhance workflow in labs everywhere. Our comprehensive product line features our ScanScope® scanners, Spectrum™ image management (PACS) software, SecondSlide™ slide sharing service for pathology, and image analysis tools and services.

Aperio's products are FDA cleared for specific clinical applications, and are intended for research and education use for other applications. For clearance updates and more information please visit [www.aperio.com](http://www.aperio.com).

- **Summary:** Aperio's Inside Sales program is a key component of the Company's strategy for building its sales pipeline. The Inside Sales Representatives are responsible for prospecting and qualifying leads ideally suited for outside sales. Using the CustomerCentric Selling® approach, the Inside Sales Rep may also effectively qualify and close sales deals meeting criteria for Inside Sales opportunities.

#### Major Responsibilities:

- Develop and execute a territory lead generation plan, meet/exceed quarterly and annual quotas
- Understand Aperio's product and service offerings, functionality, positioning and competitive advantage
- Learn and adopt the CustomerCentric Selling® technique as the foundation for all sales processes and practices
- Effectively apply the principles of CustomerCentric Selling® to determine prospective customer needs and help them visualize how to use Aperio's offering to achieve their goals
- Once interest is determined, get commitment to move forward with evaluation of Aperio and effectively hand leads over to outside sales
- Track and manage lead and opportunity information via sales automation software, Salesforce.com
- Participate fully in meetings, training sessions, individual professional development and skill building

#### Qualifications:

- Bright, energetic professional with outstanding communication and interpersonal skills
- Highly motivated self-starter who can work autonomously and as part of a team in a fast-paced, changing environment
- Ability to manage multiple tasks with shifting priorities and timeframes
- High level of initiative, creative thinking, decision making and problem resolution skills
- Inherent ability to influence and gain cooperation of others
- Naturally inclined toward solution selling techniques
- Proven record of successful performance, exceeding monthly quota objectives through outbound sales activities
- Demonstrable PC literacy and proficiency with the Microsoft Office Suite, Salesforce.com or other CRM

#### Requirements:

- Goal to become successful performing territory development activities by achieving aggressive, established targets and quotas (training provided) via Inside Sales
- Fluency in English and French (a must)
- Minimum of 4-6+ years related experience, preferably in a tele-sales capacity
- Technology (software, hardware or services) sales experience a plus
- BS/BA (preferably) in Marketing or Business Administration, or equivalent

#### Location and type:



Full-time employment in Vista, California

**Compensation and benefits:**

Aperio pays our great people salaries commensurate with market value, and provides full benefits including health benefits and a 401(k) plan. All Aperio employees participate in our stock option plan.

**Contact**

Aperio is committed to attracting and retaining the most highly qualified candidates available. As an Aperio employee you will be consistently challenged to deliver your best. Because we provide our customers the best technologies and service in the industry, you will constantly develop new skills, learn new products, and be involved in activities that are highly valued in the marketplace. At Aperio, we value our customers as partners, and therefore strive to deliver excellence in everything we do. If you are ready for this challenge, contact us by sending your resume to [jobs@aperio.com](mailto:jobs@aperio.com). Please include the position title in the subject line.