

Pacific Bioscience Laboratories, Inc. – Job Description
Spa Territory Representative

SUMMARY

The Spa Territory Representative will conduct and direct all sales related activities within the assigned territory with the goal of meeting and exceeding revenue and contribution margin targets. Primary focus will be in growing the spa channel of business with regular contact, events, training and merchandising opportunities.

REPORTING

The Spa Territory Sales Manager reports to the Spa Channel Manager, and works closely with the area TSMs.

DUTIES AND RESPONSIBILITIES

- Meet and exceed monthly, quarterly and annual unit, revenue and gross margin targets established for the territory by the company
- Manage all business activities including but not limited to:
 1. Office staff education, training and development
 2. Relationship building with all spa employees.
 3. Create specific goals quarterly for spas.
 4. Regular events in larger accounts
 5. Developing spa specific contests
 6. Manage all aspects of spa(retail, merchandising, inventory, protocols and menu)
 7. Effectively present the unique benefits of CLARISONIC Products to skin care professionals at all levels
- Provides excellent customer service with all established and prospective customers
- Establish, nurture and manage relationships with Physicians, Estheticians, Spa owner/operators and key opinion leaders within the assigned territory
- Implement an effective territory specific lead generation and follow-up program
- Maintain detailed territory records in the company CRM system
- Weekly reports filled out on status of existing spas
- Maintain effective communication with the Spa Channel Manager
- Maintain an organized and efficient home office to support sales activities as directed, attend and provide sales support for national and regional tradeshow
- Other responsibilities and projects as directed by management

QUALIFICATIONS

- Bachelors Degree or related field experience preferred
- Highly motivated and self starter
- Can manage new and existing business in an organized manner
- Relationship building skills and creativity are a must
- Knowledge and competence in key elements of sales including:
 - Customer qualification, acquisition and business development
- Minimum experience – 1 year
- Interest in the challenge, excitement, and responsibility of a fast pace, growth environment
- Excellent written, verbal and interpersonal communication skills
- Must be self-starter, self-motivated, solution-orientated with strong negotiation and entrepreneurial characteristics.
- Ability to prioritize and manage multiple projects simultaneously with attention to detail.

- Proven ability to interface effectively with all levels within the organization.
- Ability and desire to work in a high demanding, team environment