

Inside Sales Representative

Employment Type

Full-time

Job Location

Remote

Date posted

September 3, 2026

Responsibilities

- Partner closely with outside sales representatives to support territory initiatives
- Coordinate and support in-office clinical trainings, educational sessions, medical conferences, and regional events
- Utilize account segmentation and targeting to prioritize high-potential practices and customize outreach strategies
- Manage sample requests and follow-up to help drive conversion, dispensing, and reorders
- Drive increased healthcare provider advocacy and product recommendations within dermatology and medical practices
- Educate physicians and staff on clinical benefits, appropriate patient profiles, and product usage
- Drive in-office dispensing and e-commerce sales through proactive outbound engagement
- Manage and grow a portfolio of assigned medical and professional accounts
- Reactivate dormant or underperforming accounts and identify upsell, cross-sell, and bundle opportunities
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Qualifications

- Education: Bachelor's degree
- 2+ years of inside sales, medical sales, or professional skincare experience preferred
- Dermatology or healthcare sales experience strongly preferred
- Strong communication, organization, relationship-building, and follow-up skills
- Proficiency with CRM, sales reporting, and digital tools to manage accounts, segment opportunities, track HCP advocacy, and drive measurable dispensing and e-commerce growth
- Comfort working cross-functionally