SourceMark, LLC
Franklin, TN 37067

<table>
<thead>
<tr>
<th>Job Description: <strong>Sales Representative</strong></th>
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<tr>
<td><strong>Department:</strong> Sales</td>
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<tr>
<td><strong>Region:</strong> Houston-TX - Atlanta-GA - Chicago, IL – Philadelphia, PA - 4 Locations</td>
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<td><strong>Reports to:</strong> RVP of Sales</td>
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<td><strong>Type of Position:</strong> Full Time non-exempt</td>
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SourceMark is a US company based in Franklin, TN that provides surgical, infection prevention, and anesthesia/airway products experiencing hyper-growth. We partner with US and OUS pioneers to bring high quality, innovative products to over 3,000 US customers.

Founded in 2002, SourceMark is proud to offer products that provide meaningful clinical differentiation without compromising quality or complicating clinical workflows or the clinical experience. We team with the leading group purchasing organizations (GPO’s) and national distributors and are a certified minority-owned business.

**Position Overview:**
As a SourceMark employee, the Sales Representative maintains the highest ethical and professional standards, is strategic and thoughtful in their work, and proactively seeks opportunities to improve their performance. The Sales Representative is responsible for the overall performance of the assigned territory and is hyper focused on new business growth. Reporting to the Regional Vice President Sales, the Sales Representative is responsible for the performance of the territory.

**Responsibilities** *(include, but are not limited to the following):*
- Strategically achieves or exceeds annual business plan
- Proactively positions our Company and products to a variety of healthcare professionals
- Develops and manages opportunities from prospect to order
  - Engages targeted accounts for conversions and growth
  - Attends Sales Staff calls
- Effectively engage various buyers including:
  - Supply Chain
  - Anesthesiologist
  - OR Coordinators
  - OR Nursing
- Understand and follow the Company’s Sales Process
- Understand, adapt, and present the corporate and product messaging
• Develop and maintain specific account knowledge within assigned territory including key decision makers, products used and how they are used, company products and competitor’s products
• Prioritizes timely support for customer requests
• Manages Client Information, Records, and Reporting
  o Updates business intelligence records including CRM tools
• Representing the Sales organization, coordinates with other business function and stakeholders
• Builds peer support and strong internal-company relationships with other key personnel.
• Willingly engages other projects and tasks as needed to support the company’s overall performance

Accountabilities and Performance Measures:
• Accountable for the thorough implementation of sales organization-impacting initiatives
• Responsible for the efficient allocation of technology, support, and training resources impacting the sales organization
• Accountable for accurate and on-time reporting essential for sales organization effectiveness
• Achievement of strategic objectives defined by company management

Skills/Qualifications:
• Four-year college degree from an accredited institution or equivalent work experience required
• Two years sales experience in a performance-based role (commissions) preferred
• Demonstrated proficiency managing multiple initiatives required
• Proficient in MS Word, PowerPoint, and Excel required
• Experience or knowledge of the hospital market or Surgical market preferred

Position Requirements:
• REMOTE work location – Houston, TX, Atlanta, GA, Chicago, IL, and Mid-Atlantic (MD, VA, PA)
• Candidate must successfully complete a thorough training program
• Adhere to Vendor Credentialing requirements as dictated by our customers including vaccine requirements
• Maintains a positive driving record and insurance coverages
• This position requires some travel
• All prospective employees must pass a background and drug screening check
• Candidates are At-Will employee

Compensation:
• Base salary = $45,000
• Commissions = $25,000 at plan
• Mileage reimbursement
• Benefits (Full Time)