



Inside Sales Consultant

Summary:

C8 Sciences, one of the fastest growing brain research companies in the world, is seeking an Inside Sales Consultant to help implement our researched based programs into the education and healthcare markets. This position has six figure *earnings potential*, full benefit package, extensive training program and great working culture for the right candidate.

About C8 Science:

What:

C8 Sciences is one of the fastest growing cognitive research firms in the world focusing on both the education and healthcare markets. We develop and market neuroscience-based cognition assessment and development programs that have the potential to solve some of the most significant problems in childhood education and in our aging population. C8 Sciences is the only company to offer integrated computer and physical exercises - "cognition cross-training." Our flagship program called Accelerate was developed and tested through a unique partnership between the Yale School of Medicine and National Institutes of Health. Based on proprietary research, our programs are proven to deliver results and have the potential to solve many of the challenges associated with ADD, ADHD, Autism and more.

Who:

Co-founded by Dr. Bruce Wexler, the lead neuroscientist at Yale School of Medicine, and his counterpart Jinxia Dong, director of the Cognitive Research Center for Sports Studies and Society at Peking University in China. Together they developed Accelerate, a proven program that uses cognitive cross-training to drive cognitive performance. Accelerate combines computer and physical exercises to directly engage key neurocognitive systems in the brain. This combination helps enhance a student's executive function, increase student achievement and facilitate the transition of a Special Education student into the mainstream classroom, ultimately saving schools districts millions of dollars each year.

Dr. Wexler and Yale University were awarded a prestigious \$3M Director's Office Grant by the National Institute of Health to study the use of the Accelerate program for treating ADHD. This prestigious grant is reserved only for research programs that have the potential for a paradigm change in US health care. In addition to being the senior research scientist at Yale School of Medicine, Dr. Wexler is also the director of the Neurocognitive Research Laboratory based in the Connecticut Mental Health Center.

How:

Our program offers a fundamentally different approach to learning. Rather than competing with traditional content-based programs, *Accelerate* improves brain function directly and enables students to learn the content-based course materials more easily. Our program is currently used in numerous schools and educational programs around the country. Students who use Accelerate have consistently outperformed their classmates on standardized tests. Children with learning difficulties including ADHD have shown remarkable improvement.



Job Description:

C8 Sciences is seeking an experienced, successful and highly motivated individual for the Inside Sales Consultant position. Based in the Jacksonville, FL office, the Inside Sales Consultant is responsible for generating revenue by selling the C8 Sciences programs into the educational and healthcare markets. Employee will use a combination of proven marketing and sales programs designed to reach and penetrate their assigned markets.

Duties Include:

- Implement and manage comprehensive marketing and sales program for all accounts
- Drive revenue in new and existing markets
- Develop, manage and grow relationships with all existing accounts
- Support and assist in key account growth
- Conduct successful sales presentations in person and on the web
- Identify, qualify and close new business opportunities
- Accurately forecast business opportunities
- Manage quota, report on territory initiatives, trends, etc.

Skills/Background (*Qualified Candidates should possess one or more of the following*)

- Proven, successful sales background in K-12 marketplace
- Advanced degree in physiology and/or education
- Experience working in a K-12 special education classroom or administrative position
- Basic working knowledge of the education and or healthcare markets
- Strong presentation, communication, relationship building skills
- Existing relationships within the target markets preferred but not required
- Ability for minimal regional travel (*The position may require overnight travel depending upon seasonality and geography, typically 15-20% at most*).

C8 Sciences is an equal opportunity employer. All qualified candidates should submit their resume to Brianna Hunt at brianna@thepincombgroup.com.