

# Job Opportunity Notice

<b>Job Title:</b>	Clinical Sales Specialist	<b>Posting Date:</b>	04/04/2019
<b>Work Location:</b>	Norwood, MA		
<b>Department:</b>	Sales		
<b>Reports to:</b>	Sales Director	<b>FLSA Status:</b>	Exempt

Summary:

The Clinical Sales Specialist (CSS) is responsible for selling the Advanced Instruments (AI) microbiology product line within the defined territory. This includes all microbiology products, accessories, consumables and service contracts. The primary objective of this role is to ensure that their sales objectives are met or exceeded within acceptable profit goals. The CSS will work directly with existing & new customers to further identify their needs, understand their application methodology and apply this knowledge to offer an AI solution. The CSS will also work with the national inside sales team to further progress the opportunities through the sales process. They will be expected to build a strong partnership with inside sales team, product management and marketing business units.

The successful candidate will possess strong organizational and time management skills. They will be self- motivated, energetic, charismatic, and adaptable to change and have a willingness to learn. They will also have a high level of commitment and initiative, a desire to make a difference and be a proven team player.

Essential Functions:

1. Responsible for all aspects of the local sale including proposing a solution, quotations, demonstrations (if required), negotiations, through the installation and post-sale follow up process. (The inside sales team is responsible for prospecting and qualify the leads to create new instrument opportunities for the CSS.)
2. Achieves sales plan for assigned territory
3. Initiate outbound calling plans to include any one of the following: new product releases, obsolete product notification, product enhancements, promotional offerings, consumables inquires, and service contract offerings.
4. Maintains a high level of consultative sales skills, product and application methodology knowledge with associated features and benefits required to convert customer needs to sales.
5. Develops and maintains effective time, territory, and account management practices.
6. Maintains accurate and timely data in the CRM
7. Responsible for providing regular and accurate forecast information for the territory in the CRM.
8. Participates in or supports local, regional and national shows as requested.
9. Conducts demonstrations, coordinates installations and customer training.
10. Builds relationships with procurement departments to streamline the approval processes.
11. Develops key internal relationship with Marketing to ensure collaboration and alignment for effective selling strategies.
12. Responds to problems or complaints that arise in accounts, either by personal action or by securing the assistance and support from others in the organization; works as a liaison for reporting customer complaints to AI Technical Services
13. Services existing accounts, obtain orders and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales opportunities
14. Completes all reports and customer information effectively and consistently as deemed necessary by the company
15. Gives feedback to management regarding new potential applications or competition in the marketplace
16. Ability to travel, sometimes on short notice.
17. Follows all local safety procedures, State and Federal OSHA Regulations, and reports any safety concerns.
18. Maintain product knowledge, competitive awareness and a customer driven focus.
19. Contribute to a professional sales atmosphere through positive interaction with sales staff, internal departments and customers.

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### **Experience Requirements:**

1. Medical Technology experience required (Clinical microbiology is preferred)
2. Minimum two years relevant work experience (hands on microbiology is a plus).
3. MT (ASCP) or equivalent license
4. Excellent planning, organizational, and prioritization skills.
5. Prior sales experience is a plus
6. Well-developed PC/MAC skills including: MS Windows, MS Excel, Word and PowerPoint, as well as experience with a CRM
7. Possess a valid driver's license and ability to travel, at time on short notice.
8. Ability to manage and develop sales territories while also managing costs and risks.
9. Ability to effectively communicate (orally and written) both technical and non-technical topics.
10. Strong presentation skills demonstrated before customer, peers, and senior management.
11. Ability to recognize and manage potential problem areas and resolve them with integrity.

### **Education Requirements:**

1. Degree preferred in Medical Technology, Sciences or Business or equivalent combination of education and experience.

### **Physical Requirements and Working Conditions:**

1. Typical office environment.
2. Must be able to use basic office equipment: computer, printer, copier, telephone, etc.
3. Must be able to remain stationary for long periods of time.  
Must be capable of communicating with stakeholders through various means.

### **Application Process:**

Interested candidates should send their resume to:

Advanced Instruments, LLC  
2 Technology Way  
Norwood, MA 02062  
[jobs@acompanies.com](mailto:jobs@acompanies.com)

Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time