
JOB DESCRIPTION

Title: Sales / Marketing Representative – Clinical Laboratory
11568 Sorrento Valley Road, Suite #8 San Diego, CA 92121 Tel: (858) 523 1313 Fax: (858) 523 1677
email: info@multigen-diagnostics.com

Job function: Outside Sales. **Location:** United States – California San Diego / Riverside.
Company/ Division: Diagnostics. **Schedule:** Full-time.

Summary:

MultiGen Diagnostics Inc is looking for an individual with sales experience. This full-time position is immediately available. Compensation is negotiable. MultiGen Diagnostics Inc is a CLIA accredited clinical specialty laboratory providing DNA sequence-based test panels to detect infectious diseases, genetic predisposition and cancers. The major focus of the position is on marketing to family physicians, small hospitals and clinical laboratories.

The Position

The Specialty Account Representative is responsible for meeting or exceeding all sales goals in the assigned territory hospitals, laboratories and physician offices. The principle role of this sales function is to sell and maximize MultiGEN's testing service within each hospital and/or affiliated segments.

Job Responsibilities:

Responsibilities would be introducing MultiGEN test panels to customers, and making sales including the following activities:

- Prospecting for new customers
- Following-up on leads from referrals
- Qualifying the customer
- Determining customer requirement
- Reselling customers as required
- Developing contracts for new accounts
- Following up with customers on orders

Qualifications:

- Minimum position requirements include a Bachelor's Degree and 2-3 years previous hospital and/or physician sales experience.
- At least three years of sales experience in pharmaceutical sales or diagnostics.
- Knowledge of clinical diagnostics.
- Familiarity with infectious diseases and cancer.
- Fluent in Word, Excel, Internet, and a contact management system.
- Must have strong verbal and written communication skills, including presentation skills.
- Ability to work independently, be self-motivated, and dedicated to meeting and exceeding sales goals.
- Prefer strong front-line seller experienced in "closing" for the business.
- Strong organizational skills and computer skills are required.
- Clean driving record is required.
- All successful applicants must be able to regularly push, pull, and lift 30 lb. as carrying sales materials and test kits will often be required.
- The successful candidate must hold a minimum of Bachelor's degree from a recognized university or technical institute.