



TECHNOPATH
CLINICAL DIAGNOSTICS
USA

Title:

Sales Executives

Description:

Technopath Clinical Diagnostics USA is looking to expand and has open positions for Sales Executives throughout the United States. Ideally, potential candidates would be located in or around Seattle, Washington; Chicago, Illinois; Los Angeles, California; Dallas, Texas; or Raleigh, North Carolina.

Required qualifications include:

- Bachelor's degree in Medical Technology or Life Science related field of study
- Three years of successful sales experience, preferably to large health system customers
- Working knowledge of MS Office suite required; working knowledge of SAP & CRM systems a plus
- Strong organizational and planning skills
- Excellent communication and presentation skills (verbal and written)
- Demonstrated initiative and effective negotiation skills
- Must have valid driver license and maintain a safe driving record

This field-based position will involve:

- Conducting regular customer visits to develop opportunities and increase sales to assigned customer base
- Development of in-depth knowledge of Technopath and competitive products
- Driving sales objectives for products in designated territory
- Introduction of new products to customer base to increase sales
- Increasing brand awareness in the US
- Attending trade shows, as required
- Administrative duties, including but not limited to, maintaining records, reporting and communicating results to Management
- Position reports to Director of Sales & Marketing
- Travel - Greater than 50%

If interested and you meet above qualifications, please email resume/CV to:

Lauri Webb,

Director of Sales & Marketing

lauri.webb@technopathusa.com

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