

Professional Medical Sales Representative

Cernostics is a diagnostics company focused on delivering next generation cancer diagnostics and prognostics through a unique approach to tissue analysis. Cernostics takes a tissue systems biology approach to anatomic pathology. Its patent-protected technology platform, TissueCypher®, uniquely analyzes whole slide digital images with multiplexed fluorescence, providing greater information and accuracy than traditional subjective tissue diagnostics.

Job Description

Cernostics, Inc is seeking a full-time Professional Medical Sales Representative who will be responsible for developing and implementing sales and technical support strategies to maintain and grow the Cernostics customer base.

Responsibilities

- Provide outstanding, responsive, personalized customer service designed to build long-term customer relationships. This includes, but is not limited to, providing sales and technical support to existing and potential customers, providing application guidance, quoting on services/products, and being a subject matter expert in our industry and service areas.
- Develop and implement a coordinated sales strategy to retain current customers and secure new customers. This includes, but is not limited to, establishing a schedule for regular customer visits, initiating cold-calls, and sourcing customer leads.
- Research products and services in order to learn about and implement the best techniques, applications and products to service our customers and support ongoing customer relations and retention. Proactively anticipate and address customer needs.
- Collaborate with sales management team to evaluate and implement pricing models for products and services to improve sales margins.
- Communicate with management, branch offices, delivery team members and other Cernostics employees regarding customer orders, requirements, problems and concerns/order changes.
- Determine customer needs and propose appropriate, knowledgeable solutions based on customer expectations, product/service options and budget.
- Develop and maintain awareness of market behavior, competitive services and trends; manage sales strategy accordingly.

Knowledge, Skills, & Abilities

- Bachelor's Degree in Life Science, Business, Marketing, Finance, or related field preferred. Demonstrated related experience may substitute for preferred education.
- Minimum of 2 years of experience in sales preferred.
- Minimum of 4 years of experience in life sciences industry preferred.
- Knowledge of clinical diagnostic testing, gastroenterology, and industry trends.
- Outstanding written and oral communication and organizational skills
- Ability to travel up to 90% of the time.

Position Type

Full-time permanent

How to apply

Email your cover letter and CV to careers@cernostics.com

Cernostics is committed to the principles of equal employment opportunity. Applicants are considered for all positions without regard to race, sex, sexual orientation, color, religion, national origin, age and disability (so long as such disability can be reasonably accommodated) or any other status protected by applicable law. Cernostics encourages all qualified applicants to apply.