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# Example of Clinical Sales Representative Job Description

Our company is looking for a clinical sales representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for clinical sales representative

* Is knowledgeable about each account’s history, contacts, and current and long-term purchase plans for designated products
* Identifies and recognizes key business opportunities and trends to appropriate team member
* Observes and reports competitor activity and tactics to management
* Assists in generating quotes
* Records Customer feedback and complaint information through the proper quality processes and channels
* Acts on potential prospecting leads from existing Customers and communicates quickly with team members
* Territory/ account planning and segmentation aligned with local sales requirements and division’s strategy
* Validates nominations based on central guidelines for new therapy account selection and ensures business case protects price and value of New Therapy
* Provides input to New Therapy business forecasting on accounts
* Working closely with the NCAM to identify areas where the New Therapy can be leveraged to drive core business growth

## Qualifications for clinical sales representative

* Collaborative, Ethical, Motivated and Good Communicator
* Based in Jakarta/Surabaya
* BS/BA degree and mimium of two years of medical sales experience or demonstrated success in other sales capacities bio-pharma, molecular and/or blood test diagnostics or capital equipment
* Experience with the field of rheumatology preferred
* Must be willing to travel with overnight responsibilities
* Models the “consultative sales” approach