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# Example of Clinical / Sales Specialist Job Description

Our growing company is searching for experienced candidates for the position of clinical / sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for clinical / sales specialist

* Work closely with Sales Manager on setting and agreeing objectives to ensure above is met
* Maintain account plans, customer contact details, review territory plans on a frequent basis
* Monitor daily sales and measure results
* Monitor and enforce the performance of tender contracts in your territory
* Carry out and co-ordinate marketing campaigns in your territory
* Effectively allocate time among key customers like GPOs, big hospital organization
* Watch and report on actions taken by competitors, in particular with respect to key customers
* Possess and improve knowledge about competitive products
* Regularly conduct training and seminars for customers (product users) with respect to product indications, contraindications and the manner of administration
* Participate in medical procedures with the use of Medical Products as technical support for customers

## Qualifications for clinical / sales specialist

* In-depth understanding of clinical applications
* Minimum 3 years documented sales success (top 20%) in broad range laboratory products with minimum 1 year clinical laboratory and / or multi-level selling experience preferred
* Capital equipment experience preferred
* Nursery Degree with Masters in Surgery / previous experience
* MS or PhD degree with ten years’ experience in the pharmaceutical/biotechnology/
* Bachelor’s degree required, preferably in life science, business, or healthcare