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# Example of Clinical / Sales Specialist Job Description

Our innovative and growing company is looking to fill the role of clinical / sales specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for clinical / sales specialist

* Focus on driving the sales objectives set for the product portfolio in designated territory
* Conduct educational seminars, working with sales team to educate market and thus drive deeper and wider selling of relevant products per account and in the country
* Establish and maintain relationship with KOL in the respective product portfolio space
* Serve as the sales technical resource for local commercial team/customers in complex sales situations and ensuring alignment of sales activities with coordination and support of/from Product managers and Sales support team
* Responsible for pre-sales product/instrument demonstration to customers
* Plan and executive new product launch to drive profitable business growth
* Sell and support the full range of Abbott Interventional Cardiology products to customers in WA
* Meet customer clinical support, education and in-service requirements as agreed with your Manager and be available to respond to customers during business hours
* Representative must demonstrate a strong understanding of relevant disease states and possess a solid ability to communicate necessary technical, scientific, and product and disease management information to customers
* Understands that at Ironwood, compliance is an expectation for which we are all held accountable and this philosophy extends to our sales efforts

## Qualifications for clinical / sales specialist

* Experience in Next-Generation Sequencing, Capillary Electrophoresis Sequencing, qPCR
* Highly motivated and accepts a challenging and exciting work environment
* Clinical Laboratory Management Experience
* Clinical Laboratory Certification
* Manage all aspects of business for a specified list of Key Clinical Accounts in the San Francisco Bay area
* Manage all aspects of business for a specified list of Key Clinical Accounts in Denver and Salt Lake City areas