Downloaded from <https://www.velvetjobs.com/job-descriptions/medical-sales-representative>

# Example of Medical Sales Representative Job Description

Our growing company is searching for experienced candidates for the position of medical sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for medical sales representative

* Monitoring competition by gathering current marketplace information on pricing, products
* Develop territory strategy to penetrate market
* Leverage existing marketing programs, such as events and webinars, to engage potential prospects
* Ensure quality of opportunities and leads so they become forecasted in pipeline
* Provide VWR solutions to customers across the Education & Medical Research (E&MR) market segments
* Manage a territory consisting of many customers across various markets
* Work with sales management to develop strategic territory business plans for achievement of sales growth and quota attainment
* Work directly with local manufacturer representatives to develop and continually improve product knowledge, arrive at most favored pricing, and improve account profitability
* Servicing current customers by effectively dealing with their needs in a high complex environment
* Achieve sales quota per plan by increasing the sales volume within current accounts

## Qualifications for medical sales representative

* Strong knowledge of bioMérieux product ranges/services/solutions and Sales strategy, IVD market and competition understanding
* Very good organization, interpersonal, communication and presentation skills
* Must live within 30 miles of the target city, and be able to travel within territory and to assigned meetings
* Responsible, with strong integrity
* Experience navigating through hospitals in the Term Nursery and NICU areas and/or operational departments
* Should have previous experience as a sales representative or experience in a customer service position, including meeting customer needs and or identifying and addressing customer concerns