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# Example of Medical Sales Job Description

Our company is looking to fill the role of medical sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for medical sales

* Achieve monthly, quarterly, annual and sales goals for the territory
* Install/set-up instrumentation in customer laboratories
* Assist FSS to optimize antibodies and tailor slide quality to the approval of pathology staff
* Prepare monthly territory status reports to Regional Sales manager
* Proactively acts to understand customer needs and identify solutions
* Works closely with the District Manager & fellow AMO Catalyst Laser Sales Managers to maximize efforts to identify new customers, maintain existing customers, address outstanding customer needs and provide feedback for improvement
* Monitors and tracks expected vs
* Provides overflow support for Application Support Managers (training)
* When needed, attends Trade Shows and meetings
* Growth vs

## Qualifications for medical sales

* Sales experience of several years in the area of CNS and proven access to key customers in this area
* Proven, successful selling track record 1-3 years in Pharma/Generics environment
* Near native level of German, English is a strong asset
* Leadership-skills, social competency sales experience of several years in the area of rheumatology and proven access to key customers in this area
* Must have a high level of energy, be as self-starter, and have a strong customer service and relationship orientation
* Coordinate and support Full-Bag Product Sales reps to meet or exceed account expectations (through coaching, ride-alongs)