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# Example of Medical Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of medical sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for medical sales

* Report all sales activity, new accounts, commissions, clinic volume, clinic revenue and other various reports to sales manager
* Schedule and conduct tours of the clinics with existing and potential clients to facilitate an employer / provider relationship
* Complete and submit bids, proposals and pricing agreements as required for territory accounts
* Establish and implement the client’s unique protocol via the preference card for the purpose of correctly processing the client’s employees through the medical centers
* Promote positive relationships with corporate clients
* Attend health, safety and wellness fairs as requested by clients and potential clients
* Interact with prospects via telephone, e-mail, and social media outlets
* Leverage outbound/inbound tele-prospecting methodologies and relationship building selling techniques to successfully manage and overcome prospect objections
* Maintain customer and prospect database with a pipeline of opportunities on CRM system
* Disseminate opportunities to appropriate Sales rep with details about the opportunity

## Qualifications for medical sales

* At least 2 years' experience working with Medical organisations
* Goal driven and team oriented
* Be patient focused and have integrity and professionalism, and demonstrated ethical behaviour
* Possess a pleasant and resilient personality with a sense of urgency
* Able to do production presentation and/or facilitate discussion with a group of medical
* 1-3 years’ experience in medical/OEM sales