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# Example of Medical Sales Job Description

Our innovative and growing company is searching for experienced candidates for the position of medical sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for medical sales

* Provide weekly reporting on prospective opportunities
* Establish relationships with hospital
* Update calendar daily to log appointments and procedures in the territory
* Set an aggressive sales strategy and sales plan to grow existing and new account business
* Execution of the commercial strategy for Medical Nutrition Europe
* Execute market analysis, scan & search new customers and/or Medical Nutrition applications
* Monitor, analyze and report on trends and developments in the applicable market(s) that will result in the timely availability of accurate market information
* Build commercial relationships to 'strategic partnership' levels, based on true customer understanding
* Work together with other departments and business lines such as customer service, operations, transport, procurement to streamline sales and secure service level towards our customers
* Report and discuss monthly, quarterly and annual business results vs agreed targets

## Qualifications for medical sales

* High level of focus on customer service and sense of urgency on meeting customer needs
* Integrate sales efforts with organized marketing activities, , product launches, promotions, advertising, tradeshows and conferences
* Communicate customer needs and product requests to the Sales Director in an effort to improve customer satisfaction and track possible areas of product line expansion
* Use customer and prospect contact activity tools and systems, and update relevant information held in these systems
* Lead and manage distributor in Northern area to drive sales growth in product pipelines and achieve annual target
* Lead distributor to develop and execute territory and account growth plan