



Example of Clinical / Sales Specialist Job Description

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Our company is searching for experienced candidates for the position of clinical / sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for clinical / sales specialist

- Implement, coordinate and maintain product training and education programs for Customers on all product and clinical aspects of TEG line
- Develops and implements a territory and strategic account sales plan involving multiple stakeholders and buyers in the growth of the assigned products
- Effectively deploys clinically relevant product features / benefits and economic justification using existing selling tools creating new tools specific to each customer situation to define the value of our product offerings
- Responsible for maintaining and growing the base revenue stream and insuring customer satisfaction through consistent and ongoing customer contact
- Works within a team environment to grow sales nationally
- Partners with Marketing to develop tactics and strategies that will maximize brand objectives and meet customer needs
- Business travel, by air or car, is regularly required, which includes overnight travel
- Pre-sales activity will include delivery of technical expertise during the sales process including presentations, seminars, individual consultation, and hands-on demo experiments if needed
- You will be an expert in pulse oximetry and pulse CO-Oximetry authority on the clinical impact of various patient monitoring solutions
- Maintain thorough product knowledge including the ability to demonstrate

Qualifications for clinical / sales specialist

- Minimum of 3 years of experience in clinical and/or translational sales
- 4-6 years direct critical care, NICU, O.R
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- Minimum five (5) years selling and consulting experience in the medical diagnostics, medical reference laboratory and/or hospital pathology markets
- Strong computer proficiency with a variety of systems, including, MS Office Suite, Sales and/or CRM systems, understanding of systems interface with physician offices
- Required active professional clinical/technical certifications/registries necessary to scan live patients in a clinical (Priority in Anesthesia, Respiratory, or critical care