



TECHNOPATH
CLINICAL DIAGNOSTICS
USA

Title: **Account Manager, USA** (multiple/flexible locations)

Reporting to: **Director of Sales and Marketing**

Role and Responsibilities

- Conducting regular customer visits to manage contracts, develop opportunities and increase sales to assigned customer base
- Development of in-depth knowledge of Technopath and competitive products
- Driving sales objectives for products in designated territory
- Introduction of new products to customer base to increase sales
- Increasing brand awareness in the US
- Attending trade shows, as required
- Administrative duties, including but not limited to, maintaining records, reporting and communicating results to Management
- Travel - 25% to 50%, depending on location
- Performs other related duties as assigned by manager

Qualifications

Required Skills:

- Bachelor's degree in Medical Technology, Life Science related field, or Business
- Successful sales experience, preferred
- Working knowledge of MS Office suite
- Strong organizational and planning skills
- Demonstrated initiative and effective negotiation skills
- Performs other related duties as assigned by manager
- Willingness to learn and work on own initiative
- Strong interpersonal skills and the ability to communicate well both verbally and in writing, including technical writing skills. Needs to be detail-oriented and process driven
- Must have valid driver license and maintain a safe driving record

Desirable Skills:

- Working knowledge of SAP & CRM systems a plus
- Experience of working in a regulated environment
- Strong project management skills with the ability to prioritize multiple tasks and projects

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THE QUALITY CONTROL COMPANY



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To be considered for
this position please
forward your resume to:
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