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| **Job Title: Clinical Account Manager** |
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| **Company: Medical Supply Company Ltd** |
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| **Job Type: Full-time** |

**We have:**

* A highly-motivated team of excellent people to work with (all ex-scientists!)
* Collaborative approach across our Clinical/Life Science/Pharmaceutical and Service sales teams.
* World-class brands
* 45 years’ experience supporting the Irish Clinical Market

**The job?**

* Do you like a challenge?
* Tired of the same old routine in the lab?
* Finishing your Masters, PhD, Post-doc or technical role?
* Do you love science and technology? Are you an outgoing person who works hard?
* If so, then why not apply for our exciting new Clinical Account Manager Opportunity?

**Who are we looking to recruit?**

We are expanding our sales team and are looking to recruit a high calibre, ambitious individual to maximise new sales opportunities whilst maintaining & growing our current client base within hospital laboratories.

The successful candidate will plan, organize, coordinate and execute the company’s direct sales function in Ireland, prospecting for new customers as well as developing and maintaining rapport with existing clients in the assigned territory. Duties will include:

* Develop and maintain relationships with key accounts.
* Business Development for new brands across multiple disciplines.
* Promote products/MSC brand throughout Ireland.
* Meet call rotation for all hospital accounts.
* Maintain professional and technical knowledge by attending supplier training, reviewing professional publications, establishing personal networks, etc.
* Role will be based from the MSC Dublin office; however, consideration will be given to exceptional candidates based elsewhere within the territory.

**Qualifications:**

Minimum: BSc. or MSc. in Microbiology/Biochemistry or related discipline

**You have:**

* The ability to develop and maintain relationships with new people
* The motivation to learn and constantly improve your technical knowledge
* Wonderful communication ability
* The motivation and drive to succeed
* A genuine desire to help others achieve their goals
* Full driving licence required.

**You might also have:**

* Previous experience in a sales role (not essential)
* High levels of technical knowledge
* Love of science
* Excellent organisational skills
* Ability to tightly adhere to internal policies and procedures
* Innate ability to analyse the clinical market for new technologies and trends

**Salary and benefits:**

Negotiable depending on experience. Benefits include car, PC, iPhone, contribution towards group health insurance and pension schemes, and target–driven bonus

Training: the successful candidate will receive industry-leading sales training as well as technical training in all relevant product lines

## Apply for this role

**Click here**

## Download Job Spec

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