

Job Title: Microbiology Product Specialist

Company: Medical Supply Company Ltd

Job Type: Full-time

We have:

- A highly motivated sales team of excellent 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?

- Are you currently working in a sales role and up for a new challenge?
- Tired of the same old routine in the lab?
- Finishing your Masters, PhD or technical role?
- Do you love science and technology? Are you an outgoing person who works hard?

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 blood sciences clinical 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 of our blood sciences product portfolio.

Duties include:

- Account Management: Build relationships with key contacts including medical scientists, specialist scientists and consultants.
- Business Development: Introduce and develop new brands & products across Medical Microbiology including Serology, Virology and related disciplines.
- Professionalism: Be confident and articulate in delivering scientific presentations to Key Opinion Leaders and other laboratory personnel when required.
- Proficiency: Develop and maintain technical knowledge by attending supplier training, reviewing professional publications, establishing personal networks, etc.
- Marketing: Contribute to the promotion of the MSC brand.

Qualifications:

Minimum: BSc. or MSc. in Microbiology 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 (highly desirable though 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 target-driven bonuses, car, laptop, phone, company contribution towards group health insurance and pension schemes.

Training:

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

Territory:

Role will be based from the MSC Dublin office; however, consideration will be given to exceptional candidates based elsewhere within the territory.

CVs:

Please note all CVs submitted should be tailored towards the job advertised.

If you do not have a commercial background please attach a cover letter detailing why you would excel in a career in sales.