

Job Title	Blood Sciences Sales Specialist
Reports to	Clinical Diagnostics Sales Manager

Job Description

Medical Supply Company (MSC) is one of Ireland's leading suppliers of Laboratory Equipment, Instrumentation, Reagents, Antibodies, and IT solutions for the Clinical Diagnostic, Life Sciences, Pharma, and Academic sectors. With more than 50 years in the Irish market, we offer a strong product portfolio of laboratory instrumentation, supplies and services.

We now require a Blood Sciences Sales Specialist to join our sales team. Reporting to the Clinical Diagnostics Sales Manager you will become an integral part of our team. The successful candidate will be responsible for driving sales of our diagnostics portfolio in Blood Transfusion, Blood Sciences, and Immunology clinical laboratories. This challenging role will require you to be a team player with the ability to build and maintain strong relationships with our clients to ensure their experience of our service is industry-leading.

Duties and Responsibilities

The successful candidate will coordinate and execute MSC's sales function in Ireland, prospecting for new customers as well as developing and maintaining existing customer relationships. You will be responsible for taking ownership of a well-established customer base, covering public and private Irish hospital labs.

Duties will include:

- To grow MSC's share in the Blood Transfusion and Capillary Electrophoresis markets.
- To promote full MSC product range of equipment and products
- Develop a high level of understanding of the MSC product range.
- Meet or exceed quarterly sales targets and individual KPI's.
- Deliver customer demonstrations and training both remotely and in the field as required.
- Develop an understanding of current and future market trends.
- Use and maintain the company CRM system effectively so all activity and information are reported and logged centrally.
- Develop and maintain relationships with key accounts and Key Opinion Leaders.
- Attend trade exhibitions and scientific conferences, training and workshops as required.
- This role will be based from the MSC Dublin office; however, consideration will be given to exceptional candidates based elsewhere within the territory.

Attributes

Minimum Qualifications

BA Sc, BSc or MSc in Science, Biomedical Science, Biochemistry, Biotechnology, Immunology, Haematology or a related discipline.

Professional Experience:

- Excellent written and verbal communication skills.
- A passion for science
- Previous experience in a sales role. (Desirable but not essential).
- Previous experience of working in a medical laboratory would be a distinct advantage.
- The ability to develop and maintain relationships with new people
- The motivation to learn and constantly improve your technical knowledge
- Strong technical skills including MS Office, CRM, and online video platforms including Teams, Zoom etc.
- Full clean driver's license required.

What to expect:

Work is generally office based but you'll spend a substantial amount of time visiting clients. In some cases, you may have to stay away from home overnight. You will occasionally have to attend training or workshops outside of Ireland

Salary and benefits:

Negotiable depending on experience. Benefits include bonuses, car, laptop, phone, company contribution towards group health insurance and pension scheme.

Training:

The successful candidate will receive comprehensive sales training as well as technical training in all relevant product lines.

Excellent Employee Benefits

MSC is committed to ensuring that we offer industry leading career opportunities, salary and benefits packages. Join us and you can expect to receive:

- Company pension scheme
- Company car or allowance
- Company contribution to health insurance
- Life Insurance, and Permanent Health Insurance (i.e. income protection)
- Performance based bonus
- Family time: MSC offers fully paid maternity leave, fully paid paternity leave, two weeks of fully paid parents leave, fully paid adoptive leave, as well as enhanced breastfeeding support
- MSC offers two days paid leave per IVF Fertility cycle to all employees regardless of length of service. There is no limit to the number of cycles.
- Sports & Social (no employee contribution) minimum two events per year

So why choose MSC for your next opportunity?

- As part of our team, you could be working with some of the biggest names in the laboratory service provider sectors
- Here are just some of the ways we're different:
 - **You will go further with us.** We understand the importance of career development and will give you all the support you need to realise your potential. You'll receive formal training, e-learning and mentoring from top professionals.
 - **You will be treated as an individual.** We're not a vast corporation, which means every individual counts. With us, you'll be valued and supported, involved and empowered from day one.
 - **You will be well rewarded.** We offer salary progression that reflects market rates and personal performance, a flexible working environment and excellent training.

We reserve the right to close this vacancy once we have received sufficient applications.

MSC is an equal opportunities employer and is committed to diversity and inclusion.

Date	30/08/2022
Approved by	Cian Murphy - COO
Signature	