

Director of Sales, West Region

Salesperson

Full-time

Reports to VP, Sales & Marketing

Location: West Coast / San Francisco

Position Overview: Sword Diagnostics, Inc. is seeking a dynamic and experienced salesperson. This individual will perform functions to promote sales of products to end users and communicate sales trend information and customer comments to appropriate personnel for action.

Responsibilities include but are not limited to:

- Establish customers for various product groups and develop accounts either from their existing network, leads generated by Sword's marketing department, or leads discovered through industry and/or market research conducted on own.
- Make sales calls to current and potential customers to promote new products, conduct sales meetings, conduct product knowledge sessions and assist with problem resolution
- Develop target accounts for specific product lines
- Perform product demonstrations as required
- Participate in company trade shows
- Keep informed on products, market trends and competitor activities
- Attend meetings and participate in sales training and product knowledge sessions as required
- Prepare and submit reports in a timely manner
- Other duties and functions as assigned

General requirements:

- Bachelor degree in business related field
- 3+ years' experience in sales of reagents and/ or development services to pharmaceutical companies with demonstrated results in building revenue year over year
- Self-motivated and proactive in completing assigned tasks
- Must be competent, dependable, detail-oriented, and organized with the ability to follow instructions and prioritize
- Working knowledge of and general proficiency in commonly used office software (Word, Excel)
- Willingness to travel as required, approximately 50% of the time

Please send a cover letter, resume, and salary requirements to hr@sworddiagnostics.com.