TERRITORY SALES REPRESENTATIVE JOB DESCRIPTION

Acupath Laboratories, a rapidly growing anatomic pathology and cancer genetics laboratory, is currently seeking a territory sales representative to help expand Acupath's presence within North & South New Jersey. This sales representative must possess a strong background in cancer diagnostic testing/services and be comfortable speaking to doctors across multiple specialties, including gastroenterology, urology, and dermatology. Be ready to hit the ground running!

Primary responsibilities of the position:

- Foster the growth of Acupath's services by closing new accounts, maintaining, and increasing sales volume of current accounts
- Have the ability to discuss the various testing in anatomic pathology thoroughly from a technical and laymen's perspective to potential clients
- Meet and exceed all sales quotas provided by upper sales management for all Acupath specialties
- Participate in conferences and local meetings to generate sales leads for potential Acupath clients and increase awareness of company services
- Maintain all prospects and current client information in sales database on a daily basis, attend sales meetings, and respond to emails from sales management and staff in a timely manner

Position Requirements:

- Minimum education: Bachelor's degree, preferably in field of science
- Minimum 4+ years medical/laboratory sales experience with proven track record-preferably in anatomic pathology
- Knowledge of laboratory/medical industry, including relevant diagnostic tests, pathology services, disease states, and cancer treatments
- Excellent communication skills at all business levels
- Superior presentation and influential skills a must
- Well-organized, ability to self-manage and maintain a professional, tactful stance at all times, polished appearance
- Willing to travel
- Contacts for potential clients in specialties that Acupath services, including gastroenterology, urology, and dermatology, a definite plus!

We offer all sales representatives a competitive salary and commission structure with a comprehensive benefits package.