

Summary

The Account Manager brings together technical expertise and strong people skills to drive sales of TAI Diagnostics' laboratory testing portfolio. The successful Account Manager will increase laboratory sales revenue through market penetration and promotion of TAI's cell-free DNA technology. You will interface extensively with clients, such as cardiologists and other hospital personnel in the transplant and lab services teams. In addition, this role must collaborate with the marketing team, providing customer feedback and guidance in the development of our marketing programs and product improvements. This position reports to the Director of Sales and Marketing.

Essential Duties & Responsibilities

- Consistently achieve established sales targets, including submission of accurate quarterly forecasts and forecast updates as requested on a timely basis.
- Manage a sales territory
- Develop, communicate and implement account growth strategies.
- Proactively pursue and follow-up on sales opportunities for post-transplant surveillance
- Present impactful company presentations and business solutions in a professional manner
- Establish credibility with leading transplant cardiologists and other members of the transplant team
- Participate in seminars, tradeshow and events nationally
- Able to navigate complex selling situations
- Manage customer data in a CRM system

Education & Experience

- Bachelor's of Science Degree required
- 3+ years of experience selling laboratory services, molecular diagnostics, device, transplant or biotech products required.
- Must live in a major metropolitan area
- Skilled in Microsoft Word, Excel, PowerPoint applications.
- Skilled using CRM applications such as Salesforce
- Ability and experience to sell technically complex products to physicians and other clinical personnel
- Expertise with demand creation across a large geography
- Experience with customer base within territory is a plus
- Strengths in networking and relationship development
- Strong oral and written communications skills
- Strong time and territory management skills

Compensation

TAI Diagnostics provides competitive compensation and a comprehensive benefits package, with medical, dental, and vision coverage along with life and short-term and long-term disability. We also provide a 401(K) retirement plan with a company match and paid holidays and vacation. TAI Diagnostics is an Equal Opportunity employer.

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