



CLINICAL SALES MANAGER

Be Part of the Medical Diagnostic Revolution with GenePOC!

Joining GenePOC's team is contributing to the revolution in the medical diagnosis of infectious diseases.

As a young and dynamic company, located in the Quebec Metro High Tech Park (Parc technologique du Québec métropolitain), GenePOC aims to become the leader in molecular diagnostics for point of care (POC). With its capacity to analyse any type of infection, our instrument is efficient, easy to operate and deals with a wide range of biological samples directly at the point of care.

JOB DESCRIPTION

The Clinical Sales Manager will be responsible for sales of revogene™ instrumentation and software as well as GenePOC assays. The successful candidate is passionate about customer relationships and will lead efforts to develop the GenePOC sales revenue, brand recognition, and distributor relationships. The Clinical Sales Manager will deliver revenue goals by driving the sales process and support our distribution partners. He will further liaise with the Field Application Specialist team and customer support group in Quebec. He is expected to represent GenePOC in the highest professional manner.

DUTIES

- Achieve goals for placements, reagent sales and instrument sales;
- Drive the sales process from lead qualification, sales presentation, evaluation, on-boarding, closing and repeat business;
- Support and advise our distribution partners (sales representatives) and customers with in-house and on-site sales demos, customer service and trade show assistance;
- Provide scientific support with regard to operational and performance questions from customers;
- Maintain appropriate account and customer records;
- Keep his knowledge up to date with respect to new products and procedures to provide optimal sales effectiveness;
- Provide trade show support, run platform and technology demos;
- Manage KOL relationship and support ongoing studies;



- Act as customer advocate to GenePOC and distribution partners to deliver the highest quality customer service including after sales service (technical support to end user in troubleshooting) making independent assessments of malfunctioning of the medical device and follow up with the company;
- Identify and report new applications for GenePOC and be a first line runner to spot and follow trends in Molecular POCT.

CANDIDATE PROFILE

Education:	<ul style="list-style-type: none"> • Bachelor, Master or Ph.D., or equivalent relevant experience, in Biological Sciences, Bio Engineering, Laboratory Sciences or other related field.
Experience:	<ul style="list-style-type: none"> • 5+ years of experience in a similar position; • Experience with working in an international environment.
Skills:	<ul style="list-style-type: none"> • Strong knowledge (theoretical as well as operational) of Molecular Biology; • Know how to drive the sales process; • Ability to use scientific knowledge in an application environment; • Ability to build and develop internal and external professional relationships; • Have a clear vision of and commitment to providing outstanding customer service; • Excellent communication, training and time-management skills; • Hands-on, action-oriented.
Languages	<ul style="list-style-type: none"> • Strong command of English, both written and oral; • Knowledge of French is a plus.
Other	<ul style="list-style-type: none"> • Perform other duties on assignment; • Ability to work at lab bench or fume hood for extended periods; • Ability to wear protection gear (gloves, lab coat, safety glasses, etc.); • Ability to operate a computer.
Travel	<ul style="list-style-type: none"> • Professional traveling time: up to 90%; • Training in Canada will be provided at the start; • Must be in possession of a valid passport and drivers licence.
Employment Status:	<ul style="list-style-type: none"> • Permanent position.



Company Description

Our mission: Save lives by bringing the laboratory closer to the bedside. How? We have developed an innovative instrument capable of analyzing any type of infection, quickly, easy to use and compact enough to be used directly at the point of care.

Recognized by the scientific community, GenePOC technology has received numerous awards, including:

- Frost & Sullivan :
 - North American Entrepreneurial Company of the Year Award in the Molecular Diagnostics Market (2013)
 - European Molecular Diagnostics for Infectious Disease - New Product Innovation Award (2017)
- Red Dot Award :
 - Best of the Best: Product Design (2017)

GenePOC currently commercializes in Europe and North America and is always seeking passionate and talented people, committed to delivering the best products to improve healthcare and save lives.

Our commitment:

- a stimulating and collaborative workplace,
- many opportunities to learn and innovate, and
- challenges that match your talents.

Send your application to rh@genepoc.ca.

The masculine gender is used to readability. Only selected candidates will be contacted.