



INSIDE SALES SUPPORT

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 Inside Sales Representative will assist the Clinical Sales Managers in prospecting new customers, building our sales funnel, building a rich data base of customer information and assisting in customer follow up and communications. The successful candidate must possess a high degree of organization and excellent communication skills. Attention to details, good phone skills and proficient in English are a must. This position must provide coverage and develop the best possible market penetration to assist the field sales in meeting and exceeding the sales and growth goals as determined by sales management.

DUTIES

- Calling hospitals and reference labs to determine testing use and potential interest in new technology and testing options with goal of making appointments of well-qualified leads for Clinical Sales Managers;
- Assist Sales in achieving goals for placements, reagent sales and instrument sales;
- Maximize the number of sales calls per day as determined by management;
- Help orchestrate field travel or city blitzes for the Clinical Sales Managers;
- Maintain appropriate account and customer records in a CRM;
- Develop and maintain TAM lists for new product launches;
- Working with the Customer Support, Clinical Sales Managers and Field Application Specialists to make sure orders get placed and customers get what they need;
- Assisting CSMs to follow up on stalled accounts to get them to move more quickly;



- Identifying new business opportunities;
- Follow up on customer inquiries from the website and tradeshow leads in a timely manner;
- Keep his/her knowledge up to date with respect to new products and the competitive landscape to provide optimal sales effectiveness;
- Act as customer advocate to GenePOC and distribution partners to deliver the highest quality customer service;
- Attend/participate in sales meetings, training programs and trade shows (1-4 times per year);
- Provide Sales and Marketing with real time customer information and trends of what customers need and want in future products;
- Reflect positive company image to customers in a personal demeanor and professional integrity.

CANDIDATE PROFILE

Education:	<ul style="list-style-type: none"> • Bachelor degree in a business or science related field; • Specific courses in marketing, sales or business communications are desirable.
Experience:	<ul style="list-style-type: none"> • Experience working in similar field; demonstrated strong customer support and sales support.
Skills:	<ul style="list-style-type: none"> • Ability to use scientific knowledge and assimilate information from diverse sources; • 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; • Able to work independently as well as collaboratively in a team setting; • Demonstrated effective telephone selling skills.
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 operate a computer and to sit for long periods of time.
Travel:	<ul style="list-style-type: none"> • Professional traveling time: less than 10% of time; • Training in Canada will be provided at the start; • Must be in possession of a valid passport and driver's 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.