

Job Opportunities with the Cardiogenics team

6th December 2019

Role:

The role of **the trainee clinical sales support specialists** is to provide a commercial interface with customers within specifically defined clinical areas. The jobs entail dealing with healthcare teams in the acute hospitals in the North and South of Ireland.

Responsibilities:

These are primarily trainee sales roles and will involve presenting and demonstrating products and ultimately securing orders. They involve the following:

- Participate in our induction and training initiatives
- Work with existing customer contracts, sales leads and hospital teams
- Working on own initiative to determine opportunities and convert them to sales
- Assisting customers with clinical, technical and commercial enquiries
- Development of new business and determination of new client and market potential
- Developing relationships with customers, converting them into sustainable business partnerships
- Achieving sales on a quarterly and annual basis
- Collecting, presenting and interpreting market and competitor information
- Provide feedback on customers, products and environmental changes with a view to improving product and company performance
- Attendance at relevant conferences and meetings

The ideal candidates will:

- Have the ability to communicate well and reflect a positive image of Cardiogenics and its products and services
- Have excellent organisational and planning skills as well as strong drive and initiative
- Be comfortable working in clinical environments
- Be target driven and have the ability to 'close' sales
- Have a commercial ethos and have excellent interpersonal and influencing skills with the ability to build strong and sustainable customer relationships
- Have a propensity to learn and deal with medical device technologies in a clinical background
- Have general business computer skills
- Have a full driving license

It should also be said that this role would be very suitable for someone with some technical and biomedical engineering experience, as a proportion of the job would be spent developing solutions, refining technical and service processes and analysing technical challenges.

If you think that you would like to be a part of our team and would like to know more about these opportunities, email Brian Turvey at: info@cardiogenicsltd.com