

Colombia Jobs Expertini®

Senior Sales Representative

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Company: Ortho Clinical Diagnostics

Location: Colombia

Category: other-general

The Opportunity

QuidelOrtho unites the strengths of Quidel Corporation and Ortho Clinical Diagnostics, creating a world-leading in vitro diagnostics company with award-winning expertise in immunoassay and molecular testing, clinical chemistry and transfusion medicine. We are more than 6,000 strong and do business in over 130 countries, providing answers with fast, accurate and consistent testing where and when they are needed most – home to hospital, lab to clinic.

Our culture puts our team members first and prioritizes actions that support happiness, inspiration and engagement. We strive to build meaningful connections with each other as we believe that employee happiness and business success are linked. Join us in our mission to transform the power of diagnostics into a healthier future for all.

As we continue to grow as QuidelOrtho, we are seeking a Senior Sales Representative responsible for achieving Quidel Ortho product sales to new and established hospital accounts, to accomplish sales objectives and greater market penetration.

The Responsibilities

Develop new business opportunities in the areas of Blood Bank and Clinical Laboratory in the east of the country.

Implement innovative business proposals and new business models that strengthen the positioning and leadership of the company.

Lead the work team (Laboratory Specialists and Field Engineers) in the territory.

Promote products, work in local multidisciplinary teams (Finance, Sales, Service, among others) to achieve business objectives.

Strengthening commercial and strategic relationships with current and prospective customers.

Develop and implement protection plans for key accounts.

Ensure achievement of sales, profitability and business growth objectives. Maximize market penetration, market share and market development.

Perform other work-related duties as assigned.

The Individual

+6 years of experience in IVD Sales.

Bachelor's degree is required.

Desirable training in health care area.

Must be able to understand and interpret documents & Bid processes.

Must have the ability to use company tools such as Sales Force (within the periodicity and level of information requested).

To be an affable person who has permeability and ability to talk and adapt to all hierarchical levels of institutions.

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