

INSIDE SALES SPECIALIST



GeTein BioMedical Inc. is a rapid growing global *in vitro* diagnostic company with products ranged from Point-of-Care Tests (POCT), Clinical Chemistry, Chemiluminescence to raw materials. We are seeking a high-energy, sales-focused individual to participate targeted marketing campaigns and engage with prospects and generate new business opportunities in diagnostic and life science areas. The incumbent should actively interact with prospects for new leads, contacts leads and qualifies prospects through research & discovery and trade shows. The successful candidate is an aggressive self-starter who understands our products and competitive market landscape, and can effectively convey the benefits of our products to prospective customers. We're looking for an eager, professional team player who can provide quick responses to leads and phone referrals and is able to educate prospects on GeTein's solution oriented diagnostic products.

RESPONSIBILITIES:

- Be part of sales and marketing team to generate sales leads through trade shows, marketing & email campaigns, marketing research, and other channels.
- Develop and execute sales strategies and plans to expand business. Execute professional sales calls via telephone and email (face-to-face customer meetings may be required) to increase profitable sales growth and territory penetration.
- Acquire knowledge of GeTein products & technologies, and competitive market landscape to be able to qualify prospects and discuss prospect needs
- Responsible for all inbound/internal leads (sources include phone, web leads, emails, voice mails, event leads)
- Manage transition process from qualified leads to the appropriate resource on the sales team
- Work to fulfill monthly and quarterly quotas
- Responsible for replying to incoming requests for product information, recommendations, applications and price quotations.
- Research competitor and industry activity and keep informed of new products/services and other general information of interest to customers

Essential Job Requirements/Qualifications:

- A BS/BA degree in biological science or related field
- One to two years sales or inside sales experience preferred
- Must be independent, self-motivated and success-driven, yet willing to work within a team environment
- Lead generation, cold calling, objection handling and closing experience desired
- Exhibit clear verbal and written communication

- Occasional overnight travel for trainings, sales meetings and customer meetings

Skills Required:

- Highly motivated, likes to win, plays by the rules.
- Lead generation, cold calling, objection handling and closing experience desired
- Excellent written, verbal and presentation skills.
- Strong, positive, outgoing phone and presentation skills.
- Able to simultaneously manage and move forward multiple sales opportunities.
- One to two years of previous sales or inside sales experience preferred.
- College degree – BA/BS in life science

This is an on-site, full-time salary plus performance incentive position located in our San Diego office. Compensation depends on prior experience.

To apply please email resume to: support@gp-diagnostics.com