



VACANCY FOR MEDICAL SALES OFFICER

NIPD Genetics Public Company Ltd is a privately held company and one of the leaders in the field of cell-free DNA and non-invasive genetic testing with international operations. NIPD Genetics consists of a world class dynamic team of experts with extensive experience in biotechnology, business, human genetics, molecular biology and bioinformatics offering advanced research and providing state of the art internationally accredited diagnostic services worldwide. Through Research & Development we are committed to developing improved solutions for the diagnosis and management of genetic diseases, while at the same time we provide state of the art internationally accredited diagnostic services worldwide.

THE POSITION

We seek to recruit an experienced Medical Sales Officer, with positive attitude to join our diverse team. They will be responsible for sales activities, from lead generation through to closing deals and maintaining customer satisfaction.

Profile of the ideal candidate

The ideal candidate must have exceptional interpersonal skills to establish positive, productive client relationships. Must be a good listener and communicator as it is important to gain clients' trust. They are also required to have clinical knowledge and understanding. Sales skills are a must for reps to persuade clients for purchases.

Responsibilities

- Achieve growth and hit sales targets
- Maintain and enhance existing client relationships
- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling networking and travelling
- Set up meetings with potential clients and listen to their needs and concerns
- Prepare and deliver appropriate presentations on products/services
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Participate on behalf of the company in exhibitions or conferences in Cyprus and abroad

Requirements

- University Degree in Biological sciences or a related field
- 3+ years previous experience in sales
- Ability to communicate scientific/clinical features and benefits of a product
- Demonstrated ability to communicate, present and influence credibly and effectively
- Proven ability to drive the sales process from plan to close
- Proficiency in English. Additional languages will be considered a significant advantage (e.g. Arabic, French, German or other European Languages).
- Willingness to work flexibly with considerable international travel and time commitment outside of normal working hours.



Applications

To apply please forward your application with subject: **Vacancy for Medical Sales Officer** to NIPD Genetics Public Company Ltd at the following e-mail address: hr@nipd.com

Your application should include a detailed curriculum vitae together with the names of two referees and a cover letter.

For further information, please contact the Human Resources Department at Tel. 22266888 or visit nipd.com. All applications are strictly confidential.