



## **Job Title: Sales Account Manager**

### **Job Summary**

Responsible for the development and management of the respective sales territory to achieve sales order profitability objectives

### **Duties and responsibilities**

- Manage assigned accounts
- Responsible for the direct management of distribution channels and growing sales and market share in established markets. Monitor distributor performance and report results
- Assist representing Drucker Diagnostics at conferences and trade exhibitions.
- Assist with the fulfillment of all legal/customs obligations associated with international trade and finance
- Responsible for entering customer data into sales software (Salesforce.com) and other tracking tools
- Increase sales in respective accounts
- Prepare sales quotations for customers
- Respond to customer requests for product information, supplying marketing collateral in support of securing sales orders.
- Secure and place orders taking into consideration delivery dates and inventory levels for fulfillment
- Prepare sales, leads, and activity reports as assigned
- Perform product demonstrations and installations at customer facilities when needed
- Assist in resolution of customer-related problems
- Provides marketing and other members of the organization customer feedback and market trend opportunities
- Assist management in the development of sales strategies to increase growth and profitability
- Other duties as assigned

**Qualifications**

- Basic sales skills
- Demonstrates effective negotiation and closing techniques
- Strong analysis and judgment skills
- Works well in a team environment

**Education and Experience**

- Bachelor's degree business in a business/sales related discipline
- Previous sales experience in a medical device technology market preferred (direct sales or managing a distributor relationship)  
or
- An equivalent combination of education and experience.

**Skills**

- Excellent oral and written and communication skills
- Ability to present information to all levels of employees and outside vendors
- Basic PC (non-programming) skills
- Intermediate MS Office (PowerPoint, Excel, Word, etc.)

**Travel Requirements**

- May be frequent and on short notice
- Travel will be less than 30%

## About this company

Drucker Diagnostics was recently formed by the merger of QBC Diagnostics and The Drucker Company. Our centrifuges accommodate testing needs in medical, research and industrial laboratories. The Horizon line of centrifuges incorporate an exclusive and patented horizontal rotor allowing for quick and easy sample loading with complete horizontal separation. We also provide hematology and parasitology products for a number of diverse markets and applications. The STAR Centrifugal Hematology System is the world's only dry hematology system providing easy and simple operation. The Paralens microscope attachment provides a low cost, portable fluorescence microscopy solution for accurate and sensitive diagnosis.

With a distribution network that operates in over 50 countries, our employees and partners are dedicated and committed to provide innovative solutions for healthier world.



QBC STAR



Autoread Plus



ParaLens Advance



QBC Tubes



F.A.S.T. AFB Kits



F.A.S.T. Malaria Stain



SampleSafe Lock Box



642E Centrifuge