



## **Sales & Marketing Representative**

Location: Washington, DC

As a Sales & Marketing Representative, you will manage, maintain, and promote relationships with physicians, specialists, and/or hospital accounts in order to meet sales and profitability goals. You will focus on driving maximum territory growth and profitability through managing and up-selling existing accounts as well as capturing new accounts. You will be expected to create and deliver effective sales presentations, as well as participate in sponsored trade shows, educational courses, sales meetings, and local meetings, as necessary. You will jointly sell GeneCare's services and testing to targeted specialty accounts, as well as researching customer problems and direct resolutions/prevention.

- Requirements:
- BA in Business, Marketing, or Life Sciences
  - Experience in medical sales with strong written and verbal communication skills.
  - 3-5 years of successful sales experience with strong closing skills
  - Knowledge of business and economics in the healthcare industry
  - Understand the unique requirements of physician specialists, pertinent medical testing, services, and diagnostic tests
  - Ability to develop and sustain strong customer relationships
  - Strong planning and organizational skills
  - Computer and communication skills

GeneCare offers an excellent comprehensive compensation and benefits package including: competitive salary, medical, dental, and company matched 401(k).

Please send your resume and cover letter (including salary history) to [akirkman@genecare.com](mailto:akirkman@genecare.com) or mail to:

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