



Quest Diagnostics, Job Description

Job Title :	Area Sales Manager	Job Family :	Marketing
Reports To :	Business Development Manager	Grade :	

Basic Purpose:

A manager of the company in a defined territory driving for maximum territory growth and profitability through managing and up-selling new and existing physicians, specialists and nursing homes. Provide continuing education to the customer on new technologies and testing. Manage customer relationships to ensure that customer needs are met and Quest Diagnostics' business objectives are satisfied.

Duties and Responsibilities:

1. Target and secure profitable new business in line with regional marketing strategy by effectively targeting prospective accounts, creating in-depth prospect profiles, building relationships and securing the business.
2. Provide overall support and expertise to new accounts to ensure clients receive highest level of quality service utilizing operational personnel to resolve problems and when necessary.
3. Develop and manage relationships with targeted accounts to drive successful closure and ensure future utilization
4. Develop implementation plans for securing and managing account contracts by coordinating the efforts of key players in the sales and operations organizations.
5. Educate customers on the breadth of testing at Quest Diagnostics (esoteric testing and specifics related to campaigns) and the benefits of such testing
6. Educate new customers on all Quest Diagnostics processes and procedures to ensure accurate and timely transactions.
7. Participate with local leadership in developing overall business plans for increasing volume and profitability
8. Prepare and present proposals and bids by using all standard processes, procedures and templates.
9. Stay abreast of changes in the marketplace impacting customers. Maintain a working knowledge of company products and those of the competitors and share this information with leadership.
10. Mentor Sales Executive as assigned
11. Ensure total compliance with all company policies and government regulations.
12. Perform any other tasks as assigned by the manager.

Expectations – Candidate should meet or exceed the following expectations:

- Minimum monthly sales quota
- Retention of existing accounts
- Proper utilization of Sales Portal for Pipeline Management

Desired Candidate Qualifications:

Education Preferred:	B.Pharm/M.Pharm, Graduate/Post Graduates in Life Sciences, MBBS, MBA
Work Experience:	<ul style="list-style-type: none"> • 4-5 years of successful front line sales experience including strong “closing” skills • Proven negotiation skills • Ability to develop and sustain strong customer relationships • Strong planning and organizational skills • Excellent oral and written communication and presentation skills
Other:	<ul style="list-style-type: none"> • Can deliver under pressure, energetic, active and pleasing personality • Knowledge of the healthcare industry • Understand general economics of business
Competencies:	<ul style="list-style-type: none"> • Action Oriented; Drive for results • Self-starter and ability to set priorities • Customer Focus • Align with our company's ethics and values; Integrity and Trust • Ability to apply science in the context of healthcare • Innovation Management

