



## Job Posting

<b>Posting Date:</b>	9/5/17	<b>FLSA Status:</b>	Exempt/Full Time
<b>Department:</b>	Sales	<b>Job Title:</b>	Sales Account Manager
<b>Location:</b>	Central and Southwest Florida	<b>Contact:</b>	Human Resources <a href="mailto:recruiting@bakocsts.com">recruiting@bakocsts.com</a>

### Job Summary

Bako Integrated Physician Solutions, a rapidly growing, high quality pathology laboratory with corresponding office-dispensed therapeutics, is currently seeking a Sales Account Manager to help expand Bako's presence in the Central and Southwest Florida area. This is an incredible opportunity for the right person. Our Sales Account Managers are responsible for developing connections within Podiatric community, and following up with leads to generate sales within the designated territory. Dedicated to the advancement of Podiatric Dermatology through Education, Research, and Financial Support, our Sales Account Managers must share our passion for providing service excellence, be highly self-motivated and results driven. This position will report to the assigned Regional Sales Manager.

### Responsibilities

- Learn the science and clinical applications of podiatric dermatology and pathology.
- Learn the clinical therapeutic product line and its applications.
- Understand the competitive landscape in podiatric pathology and therapeutic product lines.
- Utilize all available resources to achieve sales goals.
- Retain and grow physician base of clients.
- Follow up on customer leads in a timely manner, coordinate in-office demonstrations to prospective clients, plan events such as webinars, mini/local conferences, and speaker dinners/lunch & learns to teach important biopsy techniques and promote our Quality Laboratory Services for today's clinician.
- With an in-depth understanding of all clinical lab services and therapeutic products offered by Bako Pathology Services, thoroughly discuss various testing techniques in anatomic pathology from technical to laymen's perspective, to potential and existing clients.
- Utilize/Analyze data to effectively plan sales strategies i.e. accession and specimen reports including monthly dashboards.
- Prioritize daily activities (effective pre-call planning) to have efficient and productive selling/service days.
- Efficiently and effectively utilize Bako's CRM for post call notes and order management.

### Skills / Qualifications

- Self-Motivated individual comfortable working with minimal oversight.
- Excellent interpersonal communication skills.
- Possess strong presentation, negotiation, and closing skills intertwined with enthusiasm, and sound judgement.
- Demonstrated ability to understand complex pathology & diagnostic topics & articulate well.
- Must be a creative and quick thinker, familiar with surrounding territory and market.
- 2 years of outside sales experience with demonstrated consultative selling skills.
- Valid driver's license, professional looking/reliable transportation.
- The ability to travel extensively within the Central and Southwest Florida area.
- The ability to lift, push, and pull up to 30 lbs.
- Bachelor's degree or equivalent required
- Podiatry or Dermatology Physician Assistant (PA) experience is a plus.

**Sales Account Managers Have The Following Outstanding Benefits**

- Represent the nation's only turn-key Lab solution for high quality pathology services and corresponding office-dispensed therapeutics
  - Comprehensive paid training provided with ongoing coaching
  - Marketing and lead generation support
  - Exclusive rights and qualified leads for specified territory
  - No cap on commissions
  - Expense reimbursement
  - Flexible schedules
  - Medical
  - Dental
  - Vision
  - 401(k) plans
  - Flexible spending accounts
  - Short-term Disability
  - Employer Paid Life Insurance for Employees
  - Employer Paid Tuition Reimbursement
  - Employee-funded optional insurance programs
  - Employee recognition programs
  - Employee Paid Holidays
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