GoldenPoint - High Complexity clinical laboratory providing PCR Pathogen Testing; Blood Chemistry Testing; Whole Blood testing and Clinical Lab Services to medical providers and hospitals in the Government and Private Sector. We are focused on providing the highest level of service and responsiveness to patients on behalf of our clients and partners.

Key Account Manager

DEPARTMENT: Sales and Field Support
LOCATION: Alabama
TERRITORY MANAGER: Alabama

ABOUT:

- Key Account Managers with a passion for hunting new business and maintaining existing client base while driving organic growth with never ending new innovative testing options.
- Excellent earning potential with a customer focus.
- Work with a talented and passionate team: You'll partner with our expert clinical team and laboratory to ensure best in class support, quality, performance, and accountability.
- Join us at an opportune time for growth and advancement: We're expanding rapidly and have excellent trajectory. This means a great foundation and you'll be joining at the perfect time to help contribute to our and your future success.

QUALIFICATIONS:

- 2+ years with a demonstrated track record of continued, progressive sales success.
- Healthcare experience required.
- Strong cold calling and closing skills.
- Strong PC Skills required as we are a technology driven company.
- Uncompromising ethics and integrity.
- CRM experience and comfortable using a range of technology platforms while on the road.
- Clean driving record and ability to maintain a home office.
- Ability to travel overnight within the territory and attend conferences and company meetings.
- Preferred BA or BS degree from a four-year, accredited university. Degree not required with verifiable positive track record.

JOB DESCRIPTION:

- Meet and exceed territory volume growth objectives by developing new accounts and increasing business in existing accounts.

Key Account Manager (CONTINUED)

- Build relationships with medical practices and other healthcare providers and serve as a trusted, strategic partner with a focus on growth and building long-term client relationships.
- Manage your book of business with face-to-face travel within your area of responsibility.

Golden Point Solutions, LLC dba Golden Point Scientific Labs, is an Equal Opportunity/Affirmative Action Employer and E-verify participant. All qualified applicants will receive consideration for employment without regard to race, color, creed, sex, national origin, disability, gender identity, sexual orientation or protected veteran status.