

WE ARE HIRING

Available job opportunities

Field Based Sales

multiple locations across the US

The Clinical Account Manager (CAM) is primarily responsible for providing field-based support to physicians and other clinical professionals who desire to utilize the NovaSure™ global endometrial ablation and MyoSure™ tissue removal systems. This responsibility will require travel within assigned accounts to provide ‘white glove’ support to some of our most well-established customers. The Clinical Account Manager will use this time with these customers to provide product technical support in surgery in accordance with company policy. They will also educate surgeons and nurses on NovaSure and MyoSure™ technology, build relationships with our customers and become skilled at selling both systems.

Duties and Responsibilities

- Achieve defined sales goals and quota within assigned account list
- Maintain existing business by driving utilization and account independence
- Provide clinical expertise to drive company revenue goals
- Uncover potential business opportunities
- Remain current on Hologic’s products, services and competitive landscape
- Strategically plan the week, month and quarter to target and implement a plan to insulate and grow business to meet corporate revenue goals
- Educate through case coverage, in-services and office calls to drive account independence

Qualifications – External

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the basic knowledge, skills, and/or abilities required.

- Effective communication skills, including ability to interact with medical staff, sales, marketing and global franchise leaders
- Adept at connecting to a wide range of individuals and networking with the intent of growing business
- Must be able to operate in a fast-paced, dynamic environment
- Effective teaching skills with ability to translate complex instructions clearly
- Ability to be highly adaptable to complexity and change with accuracy and attention to detail