



Job Title: National Sales Representative

Are you an experienced and success-oriented medical sales professional interested in expanding medical device and testing products into new markets? Join our dynamic team at EnteroTrack, a pioneering medical device and clinical lab testing company focused on changing the way upper digestive diseases are evaluated. We are currently commercializing the world's only minimally-invasive test for monitoring Eosinophilic Esophagitis (EoE) in children and adults that can be used by allergists, nutritionists, primary care physicians, and gastrointestinal (GI) professionals. We are seeking a creative and driven Sales Representative to spearhead our expansion into the allergy and nutrition practices sector nationally.

Position: Sales Representative

Compensation Range (incl. commission and bonus): \$60,000 - \$280,000/year

Location: Flexible (Remote)

About Us: EnteroTrack is dedicated to advancing healthcare through cutting-edge solutions for upper gastrointestinal testing. Our groundbreaking EoE monitoring test eliminates the need for invasive endoscopies, offering a safer, more convenient, and cost-effective alternative for patients and practitioners alike. With a commitment to excellence and innovation, we're poised to revolutionize the way EoE and upper GI tract diseases are managed.

Key Responsibilities:

- Develop and execute strategic sales plans to penetrate allergy and nutrition practices across the nation.
- Cultivate and nurture relationships with key decision-makers in the healthcare industry, including allergists, gastroenterologists, and nutritionists.
- Educate healthcare professionals on the benefits and efficacy of our EoE monitoring test, positioning it as the premier solution in the market.
- Drive sales growth for EOE and other applications as needed by identifying new customers and closing sales with precision and efficiency.
- Collaborate closely with cross-functional teams to optimize marketing strategies and enhance brand visibility within the target market.

Requirements:

- Three to five years and a proven track record of success in medical product sales, with a preference for experience in the allergy testing or nutritional space.
- Strong communication and interpersonal skills, with the ability to articulate complex medical concepts in a clear and compelling manner.
- Self-motivated and results-driven, with a relentless pursuit of excellence and a passion for driving sales growth.
- Energetic, charismatic, and adept at building rapport with diverse stakeholders.
- Ability to thrive in a fast-paced startup environment, adapting quickly to changing priorities and evolving market dynamics.
- Extensive network of contacts within allergy and nutrition practices, with a demonstrated ability to leverage these relationships for sales a plus.

Minimum Qualifications:

- Bachelor's degree
- A minimum of three years sales experience in the life sciences (or comparable experience)
- Candidate should expect to travel for in-person meetings.

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- Attitude aligned with the demands, energy, and expectations of being the first sales rep in a biotech startup

Preferred Qualifications:

- Previous diagnostics, life sciences or laboratory equipment sales or service experience.
- Experience selling with clinical literature
- Strong understanding of clinical laboratory operations
- Excellent communication and negotiating skills.
- Must be self-starting, goal-oriented and demonstrate a keen ability to connect with others.
- Honesty, reliability, and growth-oriented behavior with great sales skills.
- Computer proficiency, including Word, Excel, PowerPoint and Salesforce.com or similar CRM reporting.

Why Join Us?

- Ground-floor opportunity: Be a part of something truly cutting-edge and shape the future of gastrointestinal testing.
- Large growth potential: We offer the world’s only minimally-invasive, non-endoscopic, clinically validated method for monitoring EoE and similar diseases in adults and children. As such, the growth opportunity is substantial.
- Collaborative culture: Join a passionate team of innovators who are dedicated to making a meaningful impact on patient care.
- Competitive compensation package: Enjoy a generous salary, with outstanding commission and bonus structures, and benefits package that rewards your hard work and dedication.

If you're ready to make your mark in the healthcare industry and embark on an exhilarating journey of growth and discovery, we want to hear from you. Apply now to revolutionize the way upper digestive disease diagnosis and monitoring is managed nationwide.

Send your resume, cover letter, and names of 3 professional references to info@enterotrack.com with “Sales Position” in the subject line.