



RECRUITMENT JOB DESCRIPTION & APPROVAL FORM

Requesting Person/Dept.:	Jim Leigh, VP of Sales	Date Position Needed to be Filled:	
Job Title:	Regional Sales Manager	Salary Range:	\$150,000.00 base
Position Objective:	Responsible for managing the respective region to launch, grow and maintain business with the goal of meeting/exceeding Sales Objectives established for the Applied BioCode product line.		
Essential Functions:	<ul style="list-style-type: none"> • Develop brand/market awareness of ABC • Strategize with management to successfully launch the MDx3000 and BioCode GPP kits into region upon FDA clearance • Identification of Strategic Early adopters for product Evaluations with achievement of Sales Objectives in mind • Coordination with TS for Instrument placement/training prior to launch • Accurately maintain and update territory records • Reports Competitive intelligence routinely • Utilizes Sales tools provided i.e SalesForce for opportunity/forecasting management • Will assist in hiring and management of Account Managers when added to the region • Minimum travel up to 75% • Controls expenses • Compliance with Organizations Policies as outlined in the manual 		
Education:	Bachelor of Science Degree		
Experience/Requirements:	<ul style="list-style-type: none"> • 5-10 years minimum of Molecular Sales into the Clinical Market • Previous Management experience preferred 		
Working Conditions:	No heavy lifting required		
Note:			
Approved by & Date			