

Job Title: Clinical Sales Representative

Location: Naugatuck, CT and Remote

Job Type: Full-Time

Department: Sales

Reports To: CEO

About the Role:

We are seeking a dynamic and results driven Sales Representative with a clinical background to join our team. In this role, you will leverage your clinical knowledge to drive sales and provide high value solutions to healthcare professionals, hospitals, and other medical institutions.

The ideal candidate is both a strong communicator and a trusted clinical advisor, capable of understanding the nuances of healthcare workflows, patient care priorities, and the value our products bring to the clinical setting.

Key Responsibilities:

- Develop and execute a territory sales plan to meet or exceed revenue targets.
- Build and maintain strong relationships with healthcare professionals, clinicians, and key decision-makers.
- Conduct in-service trainings, product demonstrations, and clinical consultations.
- Act as a clinical resource to customers, offering education on our product.
- Attend trade shows, conferences, and educational events to represent the brand and grow your network.
- Maintain detailed records of customer interactions and pipeline.
- Stay current with industry trends, competitor products, and regulatory changes.

Qualifications:

- Bachelor's degree in a clinical field (Nursing, Biomedical Sciences, Life Sciences, etc.)
- 2+ years of clinical experience (RN, medical technologist, etc.) strongly preferred.
- 1–3 years of sales or customer-facing experience in the healthcare industry
- Strong interpersonal and presentation skills
- Ability to translate complex clinical benefits into clear, value-based selling points.
- Willingness to travel within the assigned territory.
- Self-motivated, goal-oriented, and able to work independently.

Preferred Qualifications:

- Experience in medical device, pharmaceutical, diagnostics, or healthcare sales.
- Existing relationships within hospitals, clinics, or health systems
- Familiarity with regulatory requirements (FDA, HIPAA, etc.)

What We Offer:

- Base salary + commission/bonus structure
- Car allowance or mileage reimbursement (if applicable)
- Health, dental, and vision insurance
- Company paid life insurance

Ready to make a difference in patient care while growing your sales career?

Apply today and join a team where your clinical background will give you a competitive edge in driving real-world outcomes.
