



Velocity BioGroup, Inc.

Job Title:	Federal Sales Specialist	Job Category:	Field Sales
Department/Group:	Sales	Job Code/ Req#:	
Location:	Home-based; prefer near major airport	Travel Required:	Travel 1-2 times per week, some overnight depending on location
Level/Salary Range:	Highly competitive, commensurate with experience	Position Type:	Flexible Part-time Contract Work
HR Contact:	Marian Benz	Date Posted:	10/2/17
Will Train Applicant(s):	Will Train Applicant(s)	Posting Expires:	
External Posting URL:	www.flexjobs.com		
Internal Posting URL:	www.velocitybiogroup.com		
Applications Accepted By:			
FAX OR EMAIL: marianb@velocitybiogroup.com Subject Line: Application Federal Sales Specialist		MAIL: N/A	
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <p>If you're an experienced hospital sales professional looking for a flexible role in a company that's on the cutting edge, has a great culture and provides services to some of the most deserving people in the US - our military and veterans -then Velocity BioGroup (VBG) is the place for you. As part of the VBG team you'll work with motivated team members who have pride in - and passion for - what they do. Guided by our core values, we remain faithful to our commitment to ensure we deliver the highest quality of services in the industry.</p> <p>The Federal Sales Specialist (FSS) is responsible for executing sales strategies within Federal Government Market Accounts (primarily VA and DoD) on behalf of client companies represented by VBG. As a FSS, you will play a pivotal role in channeling our client's medicine, device or diagnostic capabilities to make a positive impact on patients' lives. The primary objectives of the FSS will be to increase product awareness and to grow sales and market share. Therefore, it is essential that you can grasp an in-depth understanding of specific therapeutic areas – including diseases, burden of illness, therapies and competitive products. You will be given full product training to ensure your success.</p> <p>Additional responsibilities include developing and maintaining in-depth knowledge of the market, demographic and customer-specific opportunities within your assigned geography or accounts. You will be working in a team environment with other VBG or client sales specialists to customize a plan to meet the needs of your territory. Teamwork and proactive communication are major components of your responsibility. You must be able to promote products to a wide range of specialty providers to increase sales and utilization. You will be required to access and understand the complexities of the Federal Government markets, and demonstrate respect for</p>			



them by working within these systems as it relates to their specific policies and procedures. You will utilize a wide variety of promotional, personnel resources and analytical tools to maximize effectiveness in assigned sales territory, based on local assessment of customer needs. You will uncover the needs of Federal healthcare providers through appropriate conversations and inquiries.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

Prior military experience is preferred

Minimum BA/BS degree in life sciences, business, communications or psychology

Minimum of 5 years of successful pharmaceutical or medical device field sales, hospital sales, managed-care, marketing or sales management experience is required.

PREFERRED SKILLS

- Ideal candidates will have existing comfort working within Federal Government Accounts (VA and DoD).
- Candidates must have the ability to work independently and with tenacity, yet be a positive and contributing member of the team.
- Candidates must be able to represent our client customers with professionalism and respect.
- Candidates must have the learning agility that allows for understanding of potentially complex products and customer processes.
- Ideal candidates will be willing to travel 30—50% of their working time.

ADDITIONAL NOTES

This role is an ideal role for someone who loves to sell, has passion for our military and veteran patients, and wants flexibility for a personal work/life balance, including those who have retired, but would like additional work stimulation.

Approved By:	Name	Date:	Date
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