Sales Associate Job Description

Location: Mansfield, Ohio
Employment Type: Full-Time
Compensation: Base Salary Plus Commission Negotiable

Position Summary

Oxyrase, Inc. is seeking a motivated, personable Sales Representative to promote and expand sales of our microbiology products, with a primary focus on OxyPlates.

The ideal candidate will have a background in medical laboratory technology, clinical microbiology, or a related laboratory discipline and an interest in transitioning into a sales career.

Previous sales experience is not required. Oxyrase will provide training in product knowledge, sales procedures, and customer relationship development.

Job Responsibilities

- Identify and contact prospective customers, primarily hospital and clinical microbiology laboratories.
- Develop professional relationships with microbiology supervisors, laboratory managers, and purchasing personnel.
- Promote OxyPlates and other Oxyrase products to existing and prospective customers.
- Explain product features, applications, and benefits using laboratory knowledge and company provided technical training.
- Identify opportunities to convert laboratories from traditional anaerobic culture media to OxyPlates.
- Coordinate product samples, customer evaluations, and validation follow-up.
- Follow up with prospective customers to encourage product adoption and obtain orders.
- Maintain accurate records of customer contacts, sales opportunities, and follow-up activities.
- Assist with customer questions and coordinate technical support with appropriate Oxyrase personnel.
- Monitor customer needs, market opportunities, and competitor activity.
- Provide regular sales activity reports and updates to management.
- Travel to customer facilities, conferences, or trade shows as needed.

Qualifications

- Associate degree in Medical Laboratory Technology (MLT) required.
- Education or experience in clinical microbiology, medical laboratory science, biology, or a related laboratory field will also be considered.
- Experience working in a hospital or clinical laboratory preferred.
- Familiarity with microbiology laboratory procedures and culture media is beneficial.
- Strong verbal and written communication skills.
- Professional, personable, and comfortable communicating with laboratory professionals.
- Self-motivated, organized, and willing to learn.

- Ability to develop customer relationships and follow through on sales opportunities.
- Basic computer skills, including Microsoft Office.
- Willingness to travel as required.

Previous sales experience is not required.

Training and Development

Oxyrase will provide training in:

- OxyPlate technology and product applications.
- Oxyrase's microbiology product lines.
- Customer prospecting and sales techniques.
- Product presentations and customer communication.
- Customer evaluation and validation support.
- Sales documentation and account management.

Compensation

- Competitive base salary.
- Commission based on qualifying sales.
- Compensation commensurate with qualifications and experience.

About Oxyrase, Inc.

Oxyrase, Inc., located in Mansfield, Ohio, develops and manufactures specialized products used in microbiology laboratories. Our products support microbiological testing and anaerobic culture applications.

We are seeking a candidate who can combine laboratory knowledge with strong communication skills to help expand our customer base and support the continued growth of our products.