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## Manager of Sales Development

### **Job Summary:**

Myriad Genetics Laboratories is looking for 1 candidate to fill the position of Manager of Sales Development. The successful candidate will be responsible for establishing and evolving “World Class Training” for new account executives and continuing education for the entire sales force. Candidate will also develop training programs, deliver those programs, and assess the effectiveness of training programs during field visits. You will be viewed as the “expert” on training the Myriad Sales Process, use of marketing collateral, reprint selling, maintaining product knowledge, and territory franchise management. This person will also represent sales on cross-functional teams for various strategic initiatives.

### **Job Responsibilities:**

1. **Program Development** - Assess the needs of new and experienced account executives to identify areas for program development and enhancement. These programs will be delivered in Salt Lake City or during quarterly area meetings.
2. **Program Delivery** – Effectively motivate and train the entire sales force on existing and new products. Minimum of 4 new account executive training programs annually. Additionally, continued education for field based representatives on an ongoing basis.
3. **Program Evaluation** – Conduct field visits, communicate with field managers and utilize surveys to assess effectiveness of programs delivered. Make changes as necessary.
4. **Internal Networking** - Work with the departments of marketing, medical services and customer service to develop tools to support the sales organization in this and other initiatives. Provide feedback and input on any initiatives that are in development. To be a part of constant communication between the cross functional commercialization team to ensure that all relative information is shared with and communicated to the sales organization.

**Experience:**

Potential candidates:

- Must have at least 3 years selling to Health Care Professionals in the Pharmaceutical, Medical Device, or Diagnostic Industries.
- Must have at least 2 years experience in developing and delivering training programs.
- Must be able to demonstrate the ability to teach both product knowledge and selling skills.
- Excellent communication and interpersonal skills are a must.

**Application Instructions:**

- To apply for this job and to view other opportunities with Myriad Genetics please submit your application to [www.myriad.com/careers](http://www.myriad.com/careers).