



Lab Sales Specialist Role

My One Medical Source® (MOMS) is web-based platform that connects labs, patients, employers, and clients with the skilled labor for lab test collections. We have built a network of MAPs: Medical Access Points/Providers™ that provide the necessary skilled labor for collecting, processing, and shipping samples to the appropriate laboratories. MOMS facilitates convenient and compliant access to essential clinical testing. Our platform enhances the ability to properly collect samples and ensures they are processed and transported to labs efficiently. Additionally, MOMS supports labs and facilities by providing a reliable network to expand their test offerings and increase growth.

A typical day as a Lab Sales Specialist:

This is a full-time, on-site role for a Lab Sales Specialist located in Greater Cleveland. The Lab Sales Specialist will be responsible for contacting existing leads while prospecting for new leads who are ideal clients. Daily tasks include responding to customer inquiries, resolving issues, analyzing customer needs, and maintaining effective communication with clients to ensure their success with our platform.

If you have the following, you may be a great fit:

- Previous clinical laboratory industry experience in a sales, account management, or client services capacity.
- Customer Support and Communication Skills.
- Analytical skills to assess customer needs and improve service.
- Ability to work on-site in Greater Cleveland.
- Excellent problem-solving skills and attention to detail.
- Previous experience in a customer success or support role is a plus.
- Bachelor's degree in Business, Communications, or related field.

To apply, email your resume to: careers@myonemedicalsource.com.

*The Lab Sales Specialist is a full-time, **in-office opportunity** at our office in Westlake, OH. My One Medical Source® (MOMS) is an Equal Opportunity Employer. Benefits available include medical/dental/vision.*