

## Postmortem Coroner Services Sales Executive

**Looking for someone with experience selling to Medical Examiners and Coroners with existing relationships in this space.**

**This is a field based, expansion position that will require frequent travel, overnights, a hunter mentality, and a drive to excel and grow this space for our business.**

### **About FFL**

At Forensic Fluids Laboratories Inc., we provide fast, accurate Oral Fluid drug testing results using the best technology available, performed by professionally trained team members, all in a positively focused culture.

**Sales Territory – Midwest United States with the intention to grow nationally  
Candidates should reside in the Midwest**

### **What valuable experience and skills will you bring to the table?**

- You have at least two (2) years of successful experience selling into the Medical Examiner, Coroner space.
- You have existing relationships in the Postmortem space.
- You have a persuasive and consultative sales style.
- You have experience with Salesforce or other similar CRM systems.
- You have earned a bachelor's degree and have a valid driver's license.

### **As a Postmortem Coroner Services Sales Executive at FFL, you will:**

- meet or exceed monthly / annual territory sample quota.
- thoroughly understand and communicate the differences between Oral Fluid (OF), urine, and other drug testing.
- close new business and maintain a post sales follow up cadence.
- maintain daily / weekly CRM entries while growing the existing pipeline and expanding prospect accounts.
- identify clients through your existing network, cold calling, and market research within the healthcare and mortuary sectors.

### **How will you impact the company?**

- You have a solid work ethic and a passion to excel.
- You lead by example.
- You are more than just sales – you are a consultant and relationship builder.
- You are accountable for your work.
- You are proud to build a positive brand for FFL as we expand this and other spaces.
- You want to be part of a culture of success, high performance, and happiness.

### **What do we offer you?**

- A competitive salary plus commission
- Comprehensive benefits, including medical, dental, vision, disability, life insurance, and PTO
- 401(k) with company match
- Car allowance
- Company credit card

**Is FFL the place for you? We would love to have you apply via our website at [www.forensicfluids.com/careers](http://www.forensicfluids.com/careers).**