

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.