

Senior Healthcare Sales Representative (Mid-West)

Job Details

Full-time \$100,000 - \$120,000 per year, plus sales commission

Benefits

Stock options after 6 months (based upon performance)

Qualifications

- Sales Management
- Sales
- Proficient in the art and skill of presentation (PowerPoint, Keynote, etc.)
- Microsoft Outlook
- Microsoft Excel
- Budgeting
- Bachelor's degree required
- Master's degree

Job Description

We are a USA-based company that is taking a different approach during the COVID-19 pandemic. We provide Remote Patient Monitoring, Telehealth, Kencor Telehealth Trial Transformation (T3), and a COVID-19 Screening App: www.kencorhealth.com.

In this role, you have the opportunity to:

Grow with one of the fastest growing companies in healthcare focusing on patient engagement (Remote patient engagement and Telehealth).

Kencor health is one of the most invested employee company, where ideas are shared by employees with a mission and vision to be best in what we do.

You are responsible for:

- Lead sales closing deals with Clinics/Medical Facilities and hospitals. Grow sales revenues for the company
- Lead development and achievement of Healthcare professional recommendation targets for region
- Proactively manage team's customer-facing activity levels as leading indicator of sales performance. Take corrective actions as needed to ensure sufficient individual and team activity delivery

- Own sales development process at identified Corporate Accounts, including growth strategy development and execution at corporate and local office level
- Investigate, analyze and pursue new business opportunities by identifying potential customers' business needs and goals
- Provide feedback and insight from customers into Marketing team to shape solution development and sales enablers
- Participate in regional meetings, trade shows, territory activities, special events and Healthcare Seminars.
- Establish relationships with key opinion leaders to promote Kencor health products to corporate accounts, health systems, hospitals and professional associations across region
- Complete all administrative duties as per company policy.
- Manage all business travel expenses responsibly.

You are a part of:

Kencor Health is well diversified where quality, customer service, and innovation is the language we speak.

To succeed in this role, you should have the following skills and experience

- Bachelor's degree in business, science, marketing, or related field; Master's degree preferred
- Minimum of 5+ years of successful outside sales experience
- Minimum of 5 years of Healthcare / medical sales management preferred
- Corporate or National Account sales experience strongly preferred
- Medical / Healthcare background preferred, but not required
- Must reside within the Region
- Excellent written and oral communication skills
- Proven ability to analyze data, draw sound conclusions, and utilize to inform strategy and action
- Strong solution- and action-orientation
- Skill in facilitation and presentation
- Strong organizational skills, with high attention to detail
- Ability to multi-task and prioritize frequently changing needs
- Ability to effectively work cross-functionally both inside and outside the organization
- Consistently demonstrate sound judgment and discretion, including ability to sensitively handle confidential information
- Work as a team player with employees at all levels
- Ability to function amidst ambiguity, take initiative in the absence of precise direction
- Proficient in Microsoft Office products: Outlook, Word, PowerPoint, & Excel
- Experience using Microsoft Dynamics preferred, but not required

- Experience managing expense budgets

Working Conditions

- Home-based remote worker

Why should you join Kencor Health, Inc?

If you are looking for long-term dream job, then it's Kencor Health. It's the kind of job where you're happy and excited to be a part of. It's where your ideas and feedback are taken into consideration to improve and elevate Kencor Health to the next level, and beyond.

Contact Us

Please send your CV to us, and any relevant information to:
careers@kencorhealth.com