

Regional Vice President of Sales

Reports to

CCO

Date

4-21

JOB DESCRIPTION

Summary/objective

The Regional Vice President of Sale will be responsible for achieving Quota in their region. They will oversee sales activities within a defined territory and manage independent sales representatives and distributors.

Essential functions

Collaborates with executive leadership to develop sales quotas and strategies.

Develop, implement, and evaluate quarterly and annual territory plans to achieve monthly sales goals. Implement sales strategies and actions.

Implement, coordinate and interpret market research to determine potential new market opportunities in individual territories.

Develop business partnerships by making effective sales contacts and presentations.

Maintain professional and clinical competence.

Take the initiative in building relationships within all internal and external departments to assure establishment of effective communication with referral of new customers.

Update and maintain customer and competitor profiles, log daily call activity, and plan for future customer interaction.

Participate in presentations, exhibits and community events as requested. This may include overnight stays.

Assist marketing liaisons in the development and management of their Marketing Department budget.

Will work closely with the Human Resources Manager when interviewing, hiring, and training new employees.

Assist individual marketing liaisons with creating, planning and implementing sales promotion activities driving growth and market penetration in their territories.

Adhere to the practice of confidentiality with regard to patients, staff, customers and all aspects of the organization.

Insure that VivaQuant/Rhythm Express best practices are incorporated into all job activities/responsibilities.

Perform other duties as requested.

Competencies

- Excellent verbal and written communication ski
- Excellent sales and customer service skills with proven negotiation skills.
- Strong supervisory and leadership skills.
- Excellent organizational skills and attention to detail.
- Proficient with Microsoft Office Suite or related software.

Supervisory responsibilities

Manage 1099 and Distributors

Travel required

50% Travel

Required education and experience

- **7 Years' experience managing a large territory**
- **Cardiovascular sales experience**

Preferred education and experience

- BA Business

Other duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Signatures

This job description has been approved by:

Manager _____ Date _____

HR _____ Date _____

Employee signature below indicates the employee's understanding of the requirements, essential functions and duties of the position.

Employee _____ Date _____