

SALES LEADER

Consensys Imaging Service, Inc. currently has an opening for the position of **Sales Leader**, reporting to the President & CEO. The Sales Leader provides senior level leadership, direction, and management of a nationwide medical diagnostic imaging sales team of Regional Account Managers (RAMs).

Roles & Responsibilities:

- Contribute high-level strategic input to the Executive Committee and Field Sales Business Plan
- Work closely with senior executives to drive service revenue and margin performance
- Drive business development efforts at key customer targets and maintain/manage key customer relationships
- Ensure superior customer satisfaction and help resolve major customer issues
- Work directly with RAMs, Service Operations, and Marketing/Product Development to help ensure that the Company hits Field Sales and profit margin objectives
- Work with Finance to develop essential performance metric reports for Field Sales team
- Drive performance review and/or provide performance evaluation process for RAMs
- Structure, communicate, and manage compensation plans for RAMs
- Develop efficient, effective operating and administrative functions for Field Sales
- Assist in the recruiting, mentoring, and management of RAMs
- Assist in the coordination and management of Company and Department personnel training
- Develop tactics and strategies for minimizing and managing Field Sales expenses
- Participate in creation of, and driving pricing initiatives and marketing promotions
- Provide direct input to Field Service contract terms
- Provide competitive data to senior management and marketing personnel
- Support the development, implementation, and maintenance of service delivery quality programs
- Provide input to management regarding the development of Intellectual Property
- Ensure that department operations are in accordance with all applicable local, state, and federal regulations, as well as standards set forth by membership and certifications in various professional organizations
- Other duties as assigned

Requirements:

Education & Certifications

- Bachelor's degree; MBA preferred
- Formal sales, sales management, and leadership training highly preferred

Experience

- Business unit P&L management experience
- 5+ years of progressively responsible experience directing field sales strategy and execution, preferably in medical diagnostic imaging
- 7+ years of experience building, leading, and managing a world-class field sales team

- Extensive knowledge of diagnostic CT, MRI, x-ray, ultrasound and/or mammography markets
- Specific familiarity with medical imaging multi-vendor field service needs
- Demonstrated experience with CRM and/or Service Sales software packages
- General knowledge of and experience with ISO 9001, FDA Quality System Regulation (QSR) guidelines and/or Six Sigma quality programs

Travel

- Reliable transportation
- Valid driver's license and solid driving record for a minimum of five years
- Valid and continuous personal automobile insurance coverage at or exceeding the minimum requirements for coverage in the state where the employee resides; must be able to provide proof of auto insurance at any time upon request
- Willingness and ability to travel up to 75% of the time

Competencies

- Superior verbal and written English language skills
- Proficient with MS Office applications, including Excel, Word, Outlook, and PowerPoint; and CRM software
- Quality- and customer-service driven to consistently delight internal and external customers
- Team player who is willing to go above and beyond to help others
- Self-motivated, proactive, and resourceful
- Positive, professional attitude
- Confident, assertive, and tactful in dealing with other departments, outside representatives, and Consensys management
- Establishes and maintains effective working relationships based on mutual trust, respect, and cooperation with direct reports, manager(s), executives, co-workers, customers, vendors, and strategic partners
- Formalizes business relationships and projects through strong negotiation skills
- Strong presentation, persuasion, and deal closing skills
- Solid understanding of business and financial statements
- Builds and leads strong, cohesive teams that consistently meet or exceed expectations
- Proficient in creating product and process documentation
- Applies strong analytical and critical thinking skills and proactively solves problems
- Organizes, prioritizes, and effectively carries out multiple job responsibilities in an interrupt-driven environment
- Reacts quickly and adapts to changes in priorities, circumstances, and direction
- Analyzes, troubleshoots, and resolves logistical and work-flow related problems
- Applies high level of attention to detail and accuracy
- Remains calm under pressure
- Maintains confidentiality
- Works effectively with minimal supervision

Please submit your resume to Heidi Neu, HR Manager at hneu@consensysimaging.com.