

Director, Solution Sales (Canada) – Healthcare IT

Job Purpose: Our client, a leader in the US healthcare market for improving care quality and patient and caregiver experience, is seeking a Director, Solutions Sales to add to their Canadian Operations. Combining comprehensive alarm management with secure communications, our client's "one platform" approach improves clinical communication, collaboration, care coordination, and workflow, with a specific focus on reducing unnecessary clinical interruptions and improving response to critical patient events.

Client: Access2Sales' Client

Title: Director, Solution Sales

Duties:

- Identify market potential by contacting and qualifying accounts / end users
- Initiates sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Expand current partner network in Canada by introducing products & services, provide training and support distributors
- Generate end user opportunities (direct touch marketing – channel fulfillment)
- Maintain and report sales activity through a CRM
- Be result oriented and generate sales
- Comply with manufacturer's reporting requirements and code of conduct
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends services by evaluating current product results; identifying needs to be filled.
- Other sales and administrative tasks

Skills/Qualifications: Bilingual (English/French is an asset). Excellent Presentation Skills, Closing Skills, Motivation for Sales, Territory Management, Prospecting Skills, Persistence, Meeting Sales Goals, Independent Sales Experience, Relationship Building

Key to Success/Relevant Work Experience: 5+ Years in IT sales or healthcare worker, CNO, CMO. Good knowledge Hospitals information workflow and challenges, experience with clinical communication, nurse call, alarm management and EHR systems. Strong healthcare network / relationships. Current or ex-medical / nursing staff has a definite advantage.

Education: College, Undergrad business, nursing or healthcare admin.

Location: Toronto, ON;

Industries: Healthcare IT

Job Type: Full Time

Salary: \$50,000.00 to \$70,000.00 CDN base /year all-inclusive + commissions (3% - 4.5% from top line revenue) + additional corporate bonuses: \$90K - \$110K+ at target Business related authorized travel expenses, reimbursed