

Job Description

VP Sales and Marketing

Qualifications

BS/BA in related discipline, or advanced degree, where required, or equivalent combination of education and experience.

Experience

- At least 5 years proven track record within the industry
- Qualified candidate will have direct experience managing a sales organization in the Healthcare Technology industry
- Industry experience as follows EMR/Care Management/Clinical Analytics/Hospitals/ACVO's Pharmacy chains
- Must have "C" level contacts within the above industries
- Direct experience driving a team of sales people that work with long sales cycles and large quotas.
- Experienced management of field sales team and performance management.
- Experienced meeting and exceeding sales targets.
- Excellent communication, presentation and team building abilities.
- Demonstrated ability to penetrate new markets with new products
- Possess a solid understanding of the challenges within the healthcare technology industry
- Manage sale pipeline for 12 month sales cycle.

Role/Responsibility

The successful candidate will be responsible for the following:

- Directing sales efforts and attaining revenue, expense and marketing objectives
- Developing relationships within the Healthcare Technology industry at a C-level
- Direct experience developing strategy for new business development and customer retention.
- Directs the overall operation for channel sales, and delegates assignments to management and subordinate staff.
- Directs the development of strategic plans to penetrate accounts.
- Conceptualizes, develops, modifies, and executes corporate and/or organizational policies that may have a company-wide effect.
- Meets or Exceed monthly sales targets.
- Reports weekly progress.
- Maintains a healthy pipe-line of new customers
- Provide management with GAP Analysis monthly

For further details please contact:

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or

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