
Account Sales Executive

Position Overview:

The Account Sales Executive (ASE) is the owner of developing account relationships and deployment of Circle Sales strategies to acquire new hospitals or clinical accounts and our existing base of business. Additionally, the ASE is responsible for deploying corporate resources for "solutions selling" to help our customers achieve their CMR/CCT/SHD/EP objectives through our comprehensive product platforms and service offerings. The environment you will work in is continuously developing and challenging, giving you the opportunity to work for an innovative and enthusiastic company with a clear strategy. Our standards for service are high and well known amongst our partners and customers.

General Responsibilities:

- Sales of Circle product suite – responsible for coordination of a region's account plan, driving our key customer and platform strategies with decision makers and influencers
- Meet or exceed Annual Sales Targets Provided
- Product Installation and application training in concert with the Clinical Application & Technical Support Specialists – coordinating and collaborating with our internal team to address customer and market requirements
- Establishing and managing customer relationships – enabling delivery of customer and Circle aligned solutions that result in sales execution to plan
- Establishing educational partnerships with training centers in territory
- Having Circle products used in important trials
- Acquire superb product knowledge and maintain a continuous loop of knowledge in CMR, CT, SHD, EP and Circle solutions
- Provide customer feedback to the development team – regional knowledge regarding trends in the market
- Documentation and management of customer contacts and negotiations within SFDC, our CRM
- Lead all advanced processes required, to ensure Circle establishment in territory
- Maintain customer' satisfaction and collaboration with Circle by extending TAP agreements
- Suggest important educational/ commercial events in territory
- Keep customers up to date with new releases, features and products available

Required Skills/Experience:

- +5 years medical industry experience
- Experience in SHD or EP is a plus
- Excellent communication skills – verbal and written
- Experience with Healthcare IT is a plus
- Pro-active, outgoing personality with excellent communication skills
- Customer friendly and problem solving oriented, representative and responsible
- Ability to work both in a team environment and independently
- Ability to travel ~ 50%
- Committed and showing initiative

Educational Requirements:

- Bachelor's in biomedical engineering, Radiology, Tech or Business

About Circle Cardiovascular Imaging Inc.

Circle Cardiovascular Imaging Inc. develops world class, advanced, post-processing solutions for the cardiac imaging industry. Circle is a prominent company for the global cardiac imaging community bringing together an experienced and qualified team of more than 150 people.

Circle's imaging platform, **cvi42** is the leading best-in-class cardiovascular imaging reading and reporting solution for Cardiac MR, Cardiac CT, and Cardiac Interventional Planning. Annually, hundreds of thousands of cardiac exams - in over 1,000 hospitals in 40 countries - are interpreted using **cvi42**, providing physicians the tools to accurately quantify and diagnose complex cardiovascular diseases while improving patient outcomes and the effective utilization of healthcare resources.

Currently at version 5.11, **cvi42** utilizes machine learning and big data, with the machine results demonstrating capabilities within the same range as expert human readers, improving cardiovascular health through excellence in imaging as an integral part of precision medicine.

How to apply:

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. While we thank all those who apply, however please note that we will only be contacting those selected for an interview. No phone calls or unsolicited agency referrals please

Please send your resume with cover letter to the attention of Human Resources at the following address:

Email: hr@circlecvi.com

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

1100, 800 5th Avenue SW

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Canada