

Circle Cardiovascular Imaging - Position Title: Director of Sales, USA

The Director of Sales (DS) is the owner of developing account relationships and deployment of Circle sales strategies to acquire new hospitals or clinic accounts and our existing base of business. Additionally, the DS is responsible for deploying corporate resources for 'solutions selling' to help our customers achieve their CMR 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.

Essential Functions/Responsibilities:

- Sales of Circle product suite - responsible for the creation and coordination of the west region account plan, driving our key customer and platform strategies with decision makers and influencers
- Product installation and application training in concert with the Clinical Application Specialist– coordinating and collaborating with our internal team in an effort 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 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

Skills, Knowledge and Experience:

- Post secondary education
- Minimum of 5 years of medical industry experience
- Excellent communication skills – verbal and written, English
- Customer friendly and problem solving oriented, representative and responsible
- Experience with cardiac MRI and cardiac CT post processing applications
- Experience in sales and distribution
- Pro-active and able to adapt new domains quickly
- Team player with entrepreneurial spirit
- Committed and showing initiative
- Ability to work both in a team environment and independently
- Ability to travel approximately ~40%