

JOB DESCRIPTION

Job Title	East Coast Enterprise Sales Manager
Reports To	SVP
Responsible For	N/A

<p>Purpose</p> <p>Identify, develop, manage, and close AI Marketplace sales opportunities through existing channel partners in designated European, the US East coast territory.</p> <p>Deliver against regional annual targets while contributing to and supporting a strong and successful AI Marketplace team.</p> <p>Align Blackford product line with existing downstream direct customer AI strategies and channel product portfolios.</p> <p>Meet and/or exceed Blackford revenue and market share growth goals.</p>
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<p>Responsibilities</p> <ul style="list-style-type: none"> • Manage sales opportunities identified by channel partners. Manage/assist in qualifying and closing channel business sales within IDN’s, University Hospitals, Private Radiology Groups, and Outpatient Imaging Centers in US East coast territory • Develop close working and productive relationships with field sales teams in Blackford Channels and manage direct sales opportunities • Assisting in supporting input to product management and support through indirect sales channels • Develop, implement, and execute a strategic sales plan for designated territory to achieve assigned targets • Identify new region-specific customer tracts and product tracks to grow new business and drive adoption of Blackford AI Marketplace platform • Identify customer’s technical requirements and position products to the customer’s technical environment with support of pre-sales technical consultant • Develop and present customer presentations in conjunction with Blackford portfolio AI solutions aligned with and vetted against customer needs • Work with marketing to share industry news and trends and receive feedback of the same • Deliver proactive feedback into product dev/marketing to improve Blackford solution sets • Work with both technical and clinical support elements for region to drive solution based selling environment • Attend industry trade shows as needed • Complete various reports to track sales activity and market progress • Comply with information security requirements as detailed in the Information Security manual
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<p>Competencies</p> <p>Specialist job related knowledge and/or qualifications</p>	<p>Essential</p> <ul style="list-style-type: none"> • Bachelor’s degree required (prefer computer science, healthcare, business, or marketing)
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- Minimum of 5 years Healthcare imaging experience (PACS, RIS, EMR, HIT, AI) in the medical industry
- Successful track record with achieving, preferably exceeding, sales quota achievement
- Communicate in English

Desirable

- Clinical background
- Previous experience in selling into Radiology and IT services in US Northwestern territory
- Previous experience working in the medical device manufacturer strongly desired

Job related skills / behaviour

- Motivated
- Self starter
- Positive
- Problem solver
- Task manager
- Leverage appropriately
- Capable of being a team member and a team leader