



Sales Consultant

June 2018

Description

HemoSonics, LLC is seeking an experienced Sales Consultant who will be responsible for professionally promoting and selling HemoSonics' solutions to hospital decision-makers in assigned territory.

Key Attributes of the Successful Candidate:

- Thorough understanding of how to navigate the complex hospital environment and organize stakeholders to make buying decisions.
- Excellent presentation, communication and negotiation skills coupled with a persuasive personality.
- Ability to work independently with minimal direction.
- Has a "team player" approach/attitude.

Key Responsibilities:

- Achieve sales objectives as determined by management.
- Identify and develop growth opportunities within assigned territory.
- Effectively articulate the value of HemoSonics' solutions to multi-disciplinary stakeholders in the executive suite, clinical areas, laboratory, IT and other related departments.
- Develop and deliver communication regarding HemoSonics' financial impact on hospital operational costs, and/or ability to assist hospital personnel to do the same.
- Represent the organization in various settings, maintaining high standards of professionalism and business ethics at all times.

Education and Experience Required:

- A minimum of 10 years' experience in executing a complex, strategic sales process in the hospital market and a Bachelor's Degree in a related discipline; or an equivalent combination of experience/education.
- Experience calling on hospital acute care areas, specifically: OR, ICU, Trauma, Transplant, OB.

To apply, please email your cover letter, resume and salary requirements to:
careers@hemosonics.com

HemoSonics, LLC is an equal opportunity employer. All applicants will be considered for employment regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.