

Job Title: Channel Sales Manager

Reports To: VP of Sales

Employment Status: Full Time

Salary Range: \$85,000 - \$95,000 - \$105,000

Commission: A commission plan up to \$40,000 will be in place for each year

SUMMARY:

Readiness Rounds provides acute care hospitals with a High Reliability solution that improves patient safety, quality of care and experience. This includes a robust software platform, consultation and Well Screen, a hospital access wellness screening and visitor management system.

Responsible for managing a team of channel sales representative to achieve sales, profit goals and recruitment objectives by selling goods and services through resellers/channels.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Identify, recruit and on-board new channel partners
- Train partners on product, processes, and effective sales techniques
- Mentor, motivate and be an advocate for the channel partners
- Oversees channel partner sales policies, objectives, and initiatives
- Ensure consistent messaging and positioning of Readiness Rounds products and services consistent with the corporate direction
- Recognize product and service enhancements to improve customer satisfaction and sales potential
- Manage sales activities of partners for sales growth and increase brand awareness
- Analyze market trends and stay current with latest developments in marketplace and competitor activities
- Coordinate with channel partners to create and execute both short- and long-term business strategies
- Meet assigned targets for profitable sales volume, market share, and other key financial performance objectives
- Aligns the sales objectives with firm business strategy through active participation in Sales Team strategic planning, sales strategy development, forecasting
- Work collaboratively with Readiness Rounds sales teams to identify key opportunities, develop sales forecasts, and remove potential obstacles
- Tracks customer contact and prospect information in performance management system
 - This includes establishing, prioritizing and meeting critical performance measures
- Establishes and maintains productive relationships with customers and prospects
- Other duties as may be assigned

COMPETENCY:

To perform the job successfully, an individual should demonstrate the following competencies

- Exceptional Customer Service skills
- Understanding of hospital processes and systems
- Ability to operate various work-processing systems, project management software, spreadsheet software, and database programs
- High level of competence in Microsoft Outlook/Excel/Word/PowerPoint
- Adept at working with wireless devices, connecting to Wi-Fi networks, etc.
- Maintain confidentiality
- Communicate efficiently and effectively both verbally and in writing
- Follow instructions furnished in verbal or written format

QUALIFICATIONS:

- Detailed knowledge of healthcare/large employer technology channel sales
- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily
- Ability to organize and manage a wide variety of task and activities in a logical manner is a critical qualification for this position
- Interact and maintain good working relationships with individuals of varying social and cultural backgrounds
- The education and experience requirements listed below are representative of this position's requirements

EDUCATION/EXPERIENCE:

- Proven experience in significantly increasing sales by implementing channel partner strategies
- Proven success in managing healthcare technology sales channels
- Bachelor's Degree in Business management, finance, marketing or other related areas
- Ability to work under daily and/or weekly deadlines, in a fast-changing work environment
- 5 years of similar experience OR
- Combination of experience and education

LOCATION: Home Based, travel required