

Regional Sales Director

Compensation: up to \$100,000 annual base (depending on experience) plus commission

Employment Type: Full-Time, Exempt, and reports to the Chief Commercial Officer

The average person is in the workforce for forty-two years, with roughly 45,990 hours of your life spent actively engaged in work. To help you put that in perspective: our first moon landing took 61 hours and 56 minutes. While we're not gearing up for a moon landing, we are looking for people who make their hours count, because the work we do matters.

At Renalogic, we are dedicated to giving our members the services and support the need to better manage chronic kidney disease and avoid dialysis. And we are hiring people who are humble, hungry, and smart (fair warning: this isn't the place for you if you can't laugh at yourself). We embrace organizational health and as a result, we have happy team members. Want some proof? Check us out on Glassdoor and Gallup's 2021 Exceptional Workplaces!

What we offer

- Roughly 90% of medical, dental, and vision paid for
- Unlimited paid time off
- 13 paid holidays
- 401k plan with up to 4% match
- Equipment and tools to set you up for success
- Coaches committed to transparency

How you'll contribute

You will be responsible for winning new business by:

- Identifying, qualifying, and closing prospects to meet your sales goals.
- Architecting solutions for clients and ensuring the proper delivery of services to meet client expectations.
- In conjunction with the Chief Commercial Officer, reviewing your individual sales plans; recommending adjustments as needed.
- Supporting sales quota attainment by proactively prospecting, cold calling, facilitating webinars, and reaching out to centers of influence to produce new revenue generating relationships.
- Utilizing marketing materials and professional networks to increase Renalogic's visibility and strengthen our brand equity; proactively track, measure, refine approach to support a high return on time invested.
- Representing Renalogic in industry presentations, board positions, trade shows, and conventions.

Experience you'll need

- Must have at least five years of relevant B2B experience, which includes selling a complex product, preferably within the health insurance, healthcare, or technology industries; bonus points if you have experience with TPAs!
- Must have a B.S. or B.A. in a related field or equivalent experience.
- Experience with Zoho or similar CRM systems is highly preferred.
- Familiarity with Microsoft products such as Outlook, Word, Excel, and Teams.

Skills & tools you'll need

- Proficiency in the English language
- Customer (external and internal) focus
- Technological savviness
- A 'yes, if' attitude
- Organizational aptitude
- Reliable power and internet
- A dedicated workspace with minimal distractions and interruptions

We are proud to be an Equal Opportunity Employer!

All individuals will be required, once hired, to successfully pass a background, reference, and education verification process and must demonstrate that they are legally authorized to work in the United States.

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Nothing in this document is intended to be a contract of employment as Renalogic is an 'at-will' employer.