

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. Some people see that number and immediately think about how they can make that number smaller. Here at Renalogic, we're looking for people who see that number and immediately think about how they can make those hours as impactful and rewarding as possible.

Renalogic is dedicated to helping our clients manage the human and financial costs of chronic kidney disease. To help us in our mission, we hire people who are humble, hungry, and smart. And it sure helps if you have a sense of humor. We're not perfect, but we're trying to build a company that we are all proud of. Our [Glassdoor](#) and [Gallup's 2021 Exceptional Workplaces](#) ratings suggest we're on the right path.

How you'll contribute

- 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

What we offer

- Market competitive salary and success-based commission (for sales roles)
- Flexible and usable time off and holidays – we value recharging
- Exceptional healthcare coverage, with the majority of premium covered by us
- 401k plan with company match

We are proud to be an equal opportunity employer, which means that our employment decisions are inclusive and welcoming, regardless of race, gender, age, color, sexual orientation, gender identity, pregnancy status, religion, national origin, disability, or any other personal, physical, mental, or sensory traits.

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.