

HEALTHCARE MANAGEMENT GRP JOB DESCRIPTION

VICE PRESIDENT OF SALES - REMOTE



Healthcare Management Grp, located Corona of Riverside County, Healthcare Management Grp seeks a Vice presidents (VPs) of sales are top-level executives in sales, marketing, or retail. **To oversee** and direct the sales teams or departments to meet or exceed sales revenue and contribute to the overall profitability of the companies they work for. VPs of sales may be responsible for regional, country, or global sales organizations.

We are looking for a dedicated and analytical VP of sales to join our organization. The responsibilities of the VP of sales include overseeing the daily sales activities, meeting with major clients, writing sales reports, designing effective sales strategies, and marketing company products and services.

To be successful as a VP of sales, you should have good leadership skills and the ability to drive company success. Ultimately, a top-notch VP of sales should have an in-depth knowledge of the market and competitive products and have excellent customer service, interpersonal, and communication skills.

Vice President of Sales Responsibilities:

- Working with the marketing department to design print and online promotional materials for the company's products and services.
- Identifying where improvements can be made and developing sales plans and strategies to achieve sales goals.
- Recruiting and hiring sales staff and developing training programs.
- Managing sales teams and maintaining sales operations.
- Outlining and managing sales budgets.
- Setting quarterly and annual sales goals and motivating the sales teams to achieve their goals.
- Monitoring the market and competitor products and activities and providing detailed sales forecasting.
- Reviewing customer activity, anticipating consumer needs, and improving customer satisfaction.
- Creating sales reports and providing feedback to the leadership team at company meetings.
- Establishing and maintaining key customer relationships.
- Vice President of Sales Requirements:
 - Bachelor's degree in a business-related field.
 - Master's degree in a business-related field may be advantageous.
 - Minimum of 7 years' experience in a sales leadership position.
 - Minimum of 4 years' experience working in a selling role and with sales technology and CRM software.
 - Minimum of 2 years' experience in a senior (C-level) leadership role may be advantageous.
 - In-depth knowledge of selling strategies and methods, as well as employee motivation techniques.
 - Strong working knowledge of the company's products, competitive products, and the market.
 - Excellent leadership, communication, interpersonal, and customer service skills.
 - Great strategic planning, organizational, and creative thinking skills.

Salary \$128k- \$162k plus cash bonuses

Full Medical after 90 days

Corporate Credit Card for Travel/ Lounging and Hotel

Vehicle Reimbursement