



# VitalEngine

Communicate • Collaborate • Accelerate

**Job Title:** Area Sales Manager (ASM), Central Florida

**Reports to:** Sales Director

**Job Description:** Full time position based in either Orlando or Tampa, FL. This field-based position is responsible for:

- Increasing revenue within the existing customer base of hospitals and private physician clinics in the assigned territory by driving sales of VitalEngine products
- Driving new revenue business in the assigned territory by prospecting targeted accounts, generating interest, and ultimately sales of VitalEngine products and services

**Target Accounts:** Hospitals and private physician clinics

**Call Points:** Innovative physicians specializing in cardiology, oncology, pulmonology, orthopedics, surgery, and others. You will engage them and their staff in patient treatment areas such as cath labs, the OR, the hospital, and their clinics. You will also have routine interaction with hospital administrators, staff, and the C-Suite.

**Job Responsibilities:**

- Achieve revenue goals set for your area
- Build the revenue pipeline by prospecting warm and cold leads created by marketing initiatives, physician peer to peer selling, and strategic partnerships
- Execute VitalEngine's sales strategy and process with interested customers
- Ensure contract renewals of existing customers
- Drive additional revenue with existing customers by introducing new VitalEngine products and services
- Collaborate with the VitalEngine sales representative to understand physician referral patterns and grow referral volume within existing customers
- Develop reports, analyze product usage data, and professionally present information to hospital executives and physician leadership on a quarterly basis or as needed
- Collaborate with VitalEngine sales representatives to schedule and implement platform training with all physicians and staff where necessary
- Provide secondary support to troubleshoot customer issues as needed
- Keep up to date with products, competitors and the industry in general

This position requires someone who has grit, is willing to work hard, possesses high character, an inviting personality, and high mental capacity. Candidates should be ambitious and eager to find new opportunities for expansion of the VitalEngine network. The ASM must be comfortable interacting with all levels of any potential account whether it be C-suite administrators, physicians or staff members. They are responsible for pipeline

development, adherence to the sales strategy, execution of the sales process, and collaboration with the sales director to negotiate contracts and close deals. Lastly they must possess strong presentation, interpersonal, and communication skills.

### **The Intangibles:**

- Are you wanting to break into the medical sales industry?
- Are you wanting to gain invaluable experience working with influential physician leaders and C-Suite executives?
- Do you have grit that differentiates you from others around you?
- Are you a grinder always working hard and thinking about the next potential deal?
- Are you relentless in your pursuit of goals and willing to endure a multitude of “no’s” before you get to your first “yes”?
- Are you an honest, high character individual who takes initiative and is always ready to learn more?
- Are you eager to work in an environment where you have the opportunity to grow into a leader?
- Are you a confident and independent self-starter who can problem solve, prioritize, and multitask?
- Are you interested in finding the perfect intersection of technology and healthcare while working with a team whose goal is to positively disrupt healthcare delivery?

### **The Tangibles:**

- College degree required
- 2+ year track record of sales success
- Proficiency in Microsoft Office, Google Workspace, and a willingness to learn new platforms
- Excellent communication and presentation skills
- Valid driver’s license, reliable transportation, and the ability to travel as needed
- Must successfully clear a background check, drug screening, and motor vehicle driving record check

Please submit your resume and cover letter describing why you are interested to: [careers@vitalengine.com](mailto:careers@vitalengine.com).

### **About VitalEngine**

VitalEngine is a revolutionary cloud-based medical collaboration platform created to improve communication and information exchange within the healthcare industry. With multiple features including a state-of-the-art communication manager, powerful medical image exchange, referral management system, workflow management tool and enhanced telemedicine platform, VitalEngine’s goal is to increase productivity and improve efficiencies that ultimately allow physician practices to focus more on the patient.