

JOB DESCRIPTION

Job Title: Regional Sales Director - Hospice
Reports To: Chief Sales Officer
Location: Remote Employee
Classification: Exempt

SUMMARY

The Hospice Regional Sales Director is responsible for cold calling and penetration into hospice markets targeting the Administrator/Director or the CEO, CFO or COO levels, depending on the size of the entity.

PRINCIPLE RESPONSIBILITIES (include but are not limited to):

The Sales Director must be committed to investing a significant portion of their time on the phone qualifying opportunities and traveling to meet with decision makers. The Sales Director will also be responsible for gathering the pertinent information for analyzing requests for proposals, creating presentations, presenting for group settings, and closing business with more than one decision maker. The Sales Director must have a sense of urgency and understand that success for the role is predicated on meeting a personal sales quota.

KNOWLEDGE, SKILLS, AND ABILITIES

Excellent presentation skills required, along with strong verbal and written communication skills. Ability to work in a fast-paced environment. Demonstrated flexibility and ability to adapt to a changing work environment. Excellent planning, time management, and organizational skills. Demonstrated leadership ability. Familiarity with Word, Outlook, and PowerPoint.

EDUCATION AND EXPERIENCE

Bachelor's degree required. 3+ years of sales goal attainment in healthcare industry with complex sales in areas such as Hospice Administration, Healthcare Consulting, Healthcare IT, or PBM.

PHYSICAL DEMANDS

Requires extensive travel, sitting, standing, and occasional light to medium lifting

I confirm that I meet or exceed the educational and experience requirements set forth herein.

Print Name

Signature

Date