

Regional Director of Sales, Eastern Region

MED e-care Health Care Solutions is looking for an experienced Regional Director of Sales to join our growing sales team. Reporting to the VP of Sales and Marketing, the Regional Director of Sales, Eastern Region for MED e-care is responsible for identifying and closing sales opportunities within our Eastern Regional Territory. In this role, your primary focus will be to introduce new and existing customers to new products and services and further strengthen our relationship with our customers.

Key Responsibilities:

- Identify customer needs and cultivate effective sales strategies via face to face meetings, phone and email.
- Contribute sales leadership through your experience and work ethic.
- Establish a consistent pipeline on a daily basis via lead generation.
- Ability to complete product demonstrations and informational webinars.
- Identify and proactively engage in business and sales opportunities to achieve identified sales related objectives.
- Identify and communicate complementary add-on and cross-selling opportunities to customers by leveraging detailed knowledge and understanding of MED e-care's products, programs, and services.
- Responsible for moderate and complex transactions with speed and accuracy in a fast-paced environment and is capable of managing and resolving the most complex transactional operations and issues.
- Designs and executes strategic business plans, establishing and managing through detailed action items to drive profitable revenue growth.
- Strong understanding of pipeline management in order to deliver predictable results.

Required Experience:

- Written and verbal fluency in French required.
- Post-secondary diploma/degree preferred.
- Previous sales/customer service experience (Software industry, Healthcare, Nursing, Pharmacy, Hospital, Long-Term Care, or Retirement Sector experience an asset).
- Ability to handle a fast paced demanding environment.
- 2 years' experience making outbound calls to generate sales with small-medium service based companies.
- Comfortable with prospecting and cold calling, closing sales over the phone.
- Ability to engage customers as you build relationships quickly and effectively.
- Strong communication and interpersonal skills.
- Proficiency at conducting needs analysis.
- Organized, independent, resourceful and diligent in maintaining CRM data.
- Exceptional team player.
- Ability to travel, both nationally and internationally required.

Job Location Toronto, Canada Position Type Full-Time

About MED e-care

MED e-care is a Toronto-based software development company that serves hundreds of healthcare facilities across Canada and internationally, providing administrative and clinical software solutions, as well as consulting services. Founded in 2000, MED e-care has grown to be the leading healthcare solutions provider in Canada.

Contact Info

Please email your resume, along with a cover letter, to: careers@mede-care.com