## VigiLanz.

Position: Area Vice President - Life Sciences, Provider, and Research

**Department: Sales** 

Hiring Manager: Jamie Dailey - Senior VP of Growth

**PURPOSE OF JOB** 

Join a growing healthcare software company providing real-time, clinical decision-support software to some of the most prestigious hospitals in the country. As the Area Vice President (AVP) you will increase VigiLanz' revenue and market presence through effective selling into Commercial Life Science partners such as Contract Research Organizations, medical device manufacturers, and bio-pharmaceutical companies as well as healthcare providers. This role will represent VigiLanz Research solutions including our patient identification tool, healthcare data solutions, and customized services. You will achieve growth objectives through prospecting, lead response, relationship building and developing compelling product offerings for the prospective audience. The position is a direct contributor role and reports to the VigiLanz' Senior VP of Growth.

## **MAJOR DUTIES AND RESPONSIBILITIES**

- Achieve growth objectives through prospecting, lead response and relationship building with Commercial Life Science and Healthcare Provider targets
- Qualify business opportunities by identifying scope of projects and initiatives, decision makers, stakeholders, and overall scope of opportunity
- Develop new account relationships
- Expand existing accounts through leveraging past work and upselling additional services
- Develop and implement a quarterly account marketing plan
- Provide bi-weekly forecast and quarterly reviews against established objectives
- Demonstrate ability to open new account opportunities and manage the sales cycle through contracting and execution.

## **EXPERIENCE REQUIREMENTS**

- Minimum 5 years' experience selling large healthcare data solutions to Commercial Life Science Partners and/or Healthcare Providers
- Minimum 10 years' healthcare experience selling to executives roles across multiple healthcare segments
- Experience selling into clinical trial sponsors and trial development a plus
- Ability to demonstrate a robust healthcare knowledge across different specialties including acute chronic disease states.
- Possess a strong understanding and discipline to work within a CRM, preferably Salesforce.com
- Tenacious desire to learn and succeed in a changing and challenging healthcare environment
- Willingness to help educate an organization through need changes to support this expansion role
- Excellent written/spoken communication and presentation skills
- Must have an appropriate and professional remote work set-up for internal and external opportunities

Please submit resume to:

Peggy Prideaux, HR Director pprideaux@vigilanzcorp.com