



Director, Strategic Sales

About Our High Growth Purpose-Driven Company:

Podimetrics is a care management company with the leading solution to detect and prevent diabetic foot ulcers (DFU), one of the most debilitating and costly complications of diabetes. We are expanding our dynamic team to deliver on our mission to detect and prevent DFU and realize our vision of everyone on their own two feet, allowing patients with diabetes to lead independent and fulfilling lives.

About this Mission-Critical Role:

The Director, Strategic Sales will be responsible for leading Podimetrics' commercial expansion and growth with new Commercial Health Plans and Integrated Hospital Systems. The Director will lead new business relationships with Health Plans and Integrated Hospital Systems. Reporting directly to the VP of Enterprise Health Services and working cross-functionally with internal and external stakeholders, this leader will develop and execute sales strategy to deliver on corporate growth objectives.

Core Responsibilities to Deliver Impact:

1. Develop and execute sales plans to meet or exceed corporate targets, including prospecting at the senior executive level and establishing new client Health Plan and Hospital System customer relationships
2. Forecast and manage sales pipeline to ensure lead inflow to reach targeted sales objectives
3. Collaborate with the Director of Marketing to develop and deliver on to build brand awareness and targeted lead generation
4. Architect, negotiate and contract deals and partnerships
5. Partner with internal and external stakeholders to support client contracting, including and development of pricing, tailoring solution engagement model to each client and coordination of client security reviews

Able to travel domestically approximately 50-75%.

Critical Competencies for Success:

- **Expertise and Experience** with a minimum 8 years in successfully leading and executing service sales with Health Plans, Hospital Systems or equivalent complex B2B customers. Possesses deep understanding of health plan and hospital system structure, motivation, value/ROI-based sales, and service-oriented contracting process. Confident communicating data-driven clinical value propositions
- **Relationship-building and influence** with a demonstrated track record of earning client trust via a consultative approach. natural storyteller, this leader will articulate a compelling vision that engages and motivates our sophisticated prospects to take action. A true team player with both clients and colleagues.
- **Persistence, organization and discipline** in setting targets and managing associated pipeline activities to stay on track and modify plan as needed
- **Urgency, high energy and enthusiasm**, moving quickly, resourcefully and with creativity while not being afraid to speak up and respectfully confront challenges
- **Absolute Integrity in business dealings**, ensuring that ethical corners are never cut. Earns trust and maintains confidences and does what is right, not just what is expedient.



PODIMETRICS

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Benefits

- Flexible Personal Time Off
- 16 weeks of paid parental leave
- Competitive Medical, Dental and Vision plans – Podimetrics covers 80% of premiums
- Health Savings Account
- Pre-Tax commuter benefits
- Employee Assistance Program - Free confidential advice for team members who need help with stress, anxiety, financial planning, and legal issues
- 401k
- Adoption Assistance
- Life Insurance - Podimetrics pays 100% of the cost of Basic Life & Personal Accident Insurance
- Disability insurance – Podimetrics pays 100% of the cost of Short Term and Long Term Disability Insurance

Podimetrics is an equal opportunity employer. We strive for diversity and are committed to creating an inclusive environment for all employees. Podimetrics does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status, or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business.