



Job Title	Manager of Veteran Care Services
Division/Department	Veteran Care Services
Location	PA and Western NY; Alabama and Georgia
Reports to	Zone Director, Veteran Care Services
Key Relationships	With Doctors, Patients, Care Management, and Operations

About Podimetrics:

Founded in 2011 by a physician and engineers from MIT and Harvard, Podimetrics set out on a mission to improve patient lives through early detection and prevention of diabetic foot ulcers, the leading cause of lower limb amputations. Podimetrics has since evolved to become a rapidly growing virtual care management company with advanced technology and patient-centered services.

Today, Podimetrics teams with and provides solutions to patients, payers and providers that alleviate the health and financial implications of diabetic foot complications in high-risk populations. We are a mission driven, financially responsible enterprise that enables patients to stand on their own feet and live more independent and fulfilling lives.

Core Values:

- **People First:** We care for our people: team, patients, clinicians & health plans, and stockholders.
- **Efficacy Through Diversity:** We're committed to advancing and fostering a diverse and inclusive work environment where ideas come from people of all backgrounds, gender identification, and race
- **Empathy & Compassion:** We seek to understand and take action to improve.
- **Respectful Candor:** We are direct in communication and work to create an environment where all can share their perspectives without risk of repercussions.
- **Active Curiosity:** We are deeply curious, always striving to learn more and do better.
- **Resourcefulness:** We are deliberate in our investment of team and capital, creating opportunity regardless of resources.
- **Do the Right Thing:** We do the right thing, consistent with our values, even when it is challenging.
- **Enjoy the Ride:** We are going to have a lot of fun doing it.



Role & Responsibilities:

In this role you must have a passion for patients, serving others and educating clinicians on the benefits of DFU prevention within the VA health system and the Private Payer Market. This position will have dual responsibility for helping with the account management duties at the Zone level, reporting to the Zone Director of Veteran Care Services, as well as for building relationships and servicing clinics in their own geography. This position is eligible for a competitive base salary, monthly commissions, full benefits and a generous PTO package.

The Manager of Veterans Care Services will be responsible for a variety of activities including:

- Supporting and executing prevention programs within the VA Health System.
- Developing and delivering patient updates into clinics.
- Engaging and developing new accounts in a home geography.
- Supporting and managing overflow activities due to rapid growth.
- Building a deep clinical knowledge around DFU and podiatric clinical terminology.

Currently, we are looking for talent in the following geographies:

- Pennsylvania and Western New York
- Alabama/Georgia

Qualifications:

- People first: Has amazing relationships and can build them from the ground up.
- Attention to detail: Pays great attention to quality of work and is detail oriented.
- Intelligence and curiosity: Learns quickly in order to make an immediate impact on the organization.
- Accountability: Takes ownership and responsibility for their work.
- Resourcefulness: Finds creative solutions to difficult problems, doing a lot with a little.
- Education: Bachelor's degree required.
- Experience: Minimum of 2 years outside business to business, medical, or pharmaceutical sales with a documented track record of success is required.
- Existing VA relationships highly desired.
- Proven ability to build a territory and relationships from scratch.
- Proficiency with Excel, MS Office and Google Suite

Podimetrics is committed to a diverse and inclusive workplace. We are an equal opportunity employer and do not discriminate on the basis of race, national origin, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legally protected status.

Revised April 2021