



Manager of Veterans Care Services

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 ROLE:

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.

KEY RESPONSIBILITIES

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

EDUCATION & EXPERIENCE:

- Bachelor's degree required
- Minimum of 2 years outside business to business, medical, or pharmaceutical sales with a documented track record of success is required.
- Proficiency with Exel, MS Office and Google Sheets

CANDIDATE REQUIREMENTS

We are looking for candidate who will embody the following competencies:

- **Attention to detail:** Pays great attention to quality of work and is detail oriented
- **Intelligence and curiosity:** Learns quickly to make an immediate impact on the organization, interested in finding new ways that marketing can help the business
- **Accountability:** Takes ownership and responsibility for their work
- **Resourcefulness:** Find creative solutions to difficult problems, doing a lot with a little



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.