



Sales Director

SUMMARY

The Sales Director is the main point of contact for Podimetrics in the Veterans Health Administration (VHA) responsible for SmartMat sales, relationship development, and clinical education. This position will support financial and strategic territory goals by driving SmartMat usage and organizing training and in-servicing sessions for VHA clinicians and patients.

PRIMARY RESPONSIBILITIES:

Drive Podimetrics Revenue by:

- Developing and managing relationships with key clinical decision-makers to understand and fulfill account service, clinical education, training, and in-servicing needs.
- Leveraging current customer relationships to drive SmartMat adoption/usage.
- Identifying new patients that could benefit from therapy.
- Managing SmartMat renewal process.
- Become an expert in the treatment and prevention of Diabetic Foot Ulcers, conduct product demonstrations, and provide life-improving service to patients.
- Presenting and reinforcing Podimetrics value proposition to differentiate Podimetrics from competitive offerings.

Actively manage the sales territory by:

- Setting a territory plan to efficiently drive strategic goals.
- Using training and in-servicing sessions to improve wound care knowledge in VHA.
- Using customer education programs, tools and presentations
- Adhere to all Podimetrics policies, procedures, and guidelines.

SECONDARY RESPONSIBILITIES:

- Complete essential business-tracking requirements by:
- Maintaining sales call data by entering into HubSpot.
- Completing required corporate reports within designated timeframes.
- Manage corporate card, submit expense report; work within a budget

BASIC QUALIFICATIONS:

- Bachelor's Degree
- Candidates with relevant experience in the military, clinical practice, or medical device industry may be considered in lieu of a Bachelor's degree
- Experience with MS office applications including Word, Excel, and Outlook



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PREFERRED QUALIFICATIONS:

- Medical device or pharmaceutical sales experience with documented performance.
- Strong experience selling into VHA with deep understanding of their clinical and acquisition models.
- Strong experience selling into Podiatry market.
- Clinical wound care or related patient care experience.
- Completion of a formal sales training program.

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.