



### **Area Vice President Sales – West US**

SourceMark is a US company based in Franklin, TN that provides surgical, infection prevention, and anesthesia/airway products. We partner with US and OUS pioneers to bring high quality, innovative products to over 3,000 US customers.

Founded in 2002, SourceMark is proud to offer products that provide meaningful clinical differentiation without compromising quality or complicating clinical workflows or the clinical experience. We team with the leading group purchasing organizations (GPO's) and national distributors and are a certified minority-owned business.

**POSITION OVERVIEW:** As a SourceMark employee, the Area Vice President Sales (AVP) - West maintains the highest ethical standards, is strategic and thoughtful in their work, and proactively seeks opportunities to improve the performance of the Sales organization and the company. The AVP - West is responsible for the overall productivity and effectiveness of the Area, and works closely with internal and external stakeholders, including executive leadership, to support the company's goals. Reporting to the Vice President Sales, the AVP - West leads by example to ensure the Area meets and exceeds revenue, pipeline, forecast, and other performance goals.

#### **JOB RESPONSIBILITIES**

- **Is personally responsible for developing and executing an annual plan that ensures long-term performance.**
- **Brings, maintains, and builds relationships with the Area's GPOs and IDNs including senior level contacts.**
- **Proactively manages the Regional Vice Presidents and is responsible for the development of a high performing organization.**
- Proactively travels the Area and works in the field supporting the local Sales staff.
- Personally engages and supports the Area's Strategic Clients.
- Ability to manage multiple responsibilities to success.
- Representing the Sales organization, coordinates with other business function and stakeholders
- Builds peer support and strong internal-company relationships with other key management personnel.
- Willingly engages other projects and tasks as needed to support the company's overall performance.

## ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Achievement of sales, profit, and other strategic objectives.
- Accountable for the execution of sales organization's performance.
- Accountable for the thorough implementation of sales organization-impacting initiatives.
- Responsible for the efficient allocation of technology, support, and training resources impacting the sales organization.
- Accountable for accurate and on-time reporting essential for sales organization effectiveness.
- Achievement of strategic objectives defined by company management.

## QUALIFICATIONS

- **Four-year college degree from an accredited institution required.**
- **Minimum seven (7) years successful experience building relationships with GPOs, IDNs, Aggregation groups, and other C-Suite clients in the West and Central US required.**
- **Minimum seven (7) years successful experience in healthcare sales required; Surgical and Anesthesia preferred**
- Demonstrated proficiency managing analytically rigorous initiatives required.
- Proficient in MS Word, PowerPoint, and Excel required.
- Proficient in utilizing a CRM platform required:
  - SFC or Maximizer
  - Power BI preferred
- Ability to home-office and work remotely required.
- Ability to successfully achieve client Vendor Credentialing status required.
- Minimum five (5) years Sales leadership preferred.

## ENVIRONMENTAL JOB REQUIREMENTS AND WORKING CONDITIONS

- REMOTE work location – **West or Southwest US** prefer California, Arizona, Colorado, Texas
- Candidate must successfully complete a thorough training program
- **Adhere to Vendor Credentialing requirements as dictated by our customers including Vaccine requirements**
- Maintains a positive driving record and insurance coverages
- **This position requires overnight travel**
- All prospective employees must pass a background and Driving License check

## COMPENSATION

- Base salary - Exempt
- Quarterly Commissions
- Auto Allowance
- Benefits (Full Time)

Dated November 30, 2022, and subject to close without notice.