

# Healthcare Regional Sales Manager, Fire Systems

## About the job

As the Healthcare Fire Systems Regional Sales Manager (RSM), this position is responsible for carrying out all company goals and objectives for building a sales presence with healthcare facilities. This sales manager is responsible for exceeding sales revenue goals, developing and maintaining valued customer relationships, expanding the company's current customer base, and developing and maintaining professional selling skills.

As the Healthcare Fire Systems RSM, the position is responsible for developing and managing the Healthcare vertical market Siemens hospital specific geographic territory. The goal is to develop relationships within each hospital and to truly understand their challenges when it comes to life safety, security and communications systems.

The keys to success for this position are:

- Identifying the key people and positions within the healthcare organization and understanding their strategic plans as it relates to life safety, security and communications specifically fire alarm and how we can align with their strategic goals.
- Organizing and presenting site walkthroughs with our engineering team and the owner to assist in the design of systems that will eliminate challenges.
- Performing a needs assessment to better understand the customer and how they will utilize the technology in their environment.
- Conveying our solution in written and presentation form. This includes having advanced skills in giving presentations in large groups and accurately and consistently expressing our products, solutions, competitive advantage, and project plans.
- Working architectural and engineering firms and assisting with spec writing for upcoming projects.
- Upholding to the company mission, "As a trusted advisor, we provide superior experiences in life safety, security and communication systems for critical environments."

## Responsibilities:

- Service existing client base while generating new business to expand current customer base for facility fire alarms in the Healthcare market
- Provide timely and accurate response to customers' required proposal and/or bid circumstance
- Understand and complete the discovery process when working with customers

- Cultivate new and existing relationships with customers
- Make necessary sales presentations to customers and management as requested
- Promote the Communication Company brand and our products and services
- Perform presentations utilizing PowerPoint and other related tools
- Present our value proposition, our “why”, while clearly and successfully differentiating us from our competition
- Write and submit professional proposals
- Follow up on all sales leads in a timely and effective manner
- Provide accurate and timely submittal of sales orders and job notes to appropriate order processing and technical staff
- Track and provide accurate sales information to company management via meetings and CRM
- Acquire and maintain sound knowledge of all product lines and services offered
- Consistently work with management to develop a competitive pricing structure
- Research and obtain information on skill development and specific training opportunities
- Exceed all company sales goals and objectives as it relates to this position
- Other duties as required or assigned by company management

**Qualifications:**

The Healthcare Fire Alarms RSM will ideally possess a four-year BA/BS degree with emphasis in business, marketing, engineering or the equivalent education and experience in the fields of sales or service of technology equipment. The Healthcare Fire Alarms RSM should possess knowledge of customer relations, marketing and communications, and project management.

**Travel:** It is expected that this position will require a moderate to considerable amount of travel to customer and vendor sites as necessary.

**Additional Skills and Abilities:**

- Excellent written and verbal communication skills
- Responsible, self-motivated, self-starter, personable and well-organized
- Superior customer service skills with both internal and external customers
- Manage multiple tasks simultaneously
- Strong interpersonal skills; ability to work with diverse groups
- Proficiency in the use of personal computers including MS Office and CRM programs
- Planning, organizing and implementing skills contributing to the successful completion of projects by specific due dates
- Effectively handles stressful situations
- Advanced read skills and able to effectively interpret general business documentation
- Valid and current driver’s license

**Compensation:**

Base salary based on experience, plus commission

Communication Company provides a rich offering of employee benefits including; Health, Long Term Disability, matching 401(k), vacation, etc.

Long-term growth opportunities exist. Equal Opportunity Employer.

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