



Position: Director of Sales – Western Region, US

Company Description: Ionetix Corporation provides an end to end radio-pharmaceutical solution for cardiac PET Imaging at hospitals and clinics across the U.S. To learn more, please go to www.ionetix.com.

Position Summary: Ionetix is seeking a full-time Director of Sales for the Western US Region. This position is responsible for sales and customer account management. We are looking for a highly motivated individual who will be directly responsible for securing supply Radio-pharmaceutical agreements with customers in the central region. This is a great opportunity to take on an important role in a growing company that is making a significant improvement in healthcare.

Primary Duties & Responsibilities:

- Execute regional sales initiatives to meet annual new customer sales quota; ongoing account management with existing customers to meet annual sales benchmarks.
- Prepare weekly updates and help drive weekly sales calls for the region.
- Develop and maintain professional, technical, and clinical knowledge of nuclear cardiology through training and industry resources.
- Coordinate and participate local and regional trade shows. As necessary, coordinate and participate in national trade shows.
- Identify and monitor competitive trends in region; propose alternative sales strategies. Must have a thorough understanding of current reimbursement environment for nuclear cardiology, including MAC carrier and Major Private Payer/RB LCD policies and AUC guidelines.
- Routinely update manage the CRM database for sales region; maintain current sales activity database updates.

Qualifications & Training:

- Bachelor's degree in in science or business administration
- 7-10 years of proven nuclear medicine and/or radio-pharmaceutical sales
- Proven ability in meeting or exceeding sales targets
- Strong technical and clinical capacity
- Excellent written and verbal communication skills
- Must be detail-oriented with an emphasis on accuracy and quality
- Basic understanding of nuclear cardiology procedures and equipment
- Able to manage own work and accomplish objectives through others without supervision.
- High-level proficiency with Microsoft applications (e.g., Word, Excel), e-mail and general computer skills. Experience with Salesforce preferred.
- Proven ability in developing and maintaining effective internal and external working relationships.
- Excellent negotiation and presentation skills

Compensation: This position receives a base salary commensurate with experience, aggressive commission plan and an attractive benefits package, including health, dental and vision benefits.

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Ionetix is an Equal Opportunity Employer