



Title: Regional Vice President of Sales

[Monarch Medical Technologies](#), a high growth healthcare technology firm in Charlotte, NC, is seeking a Regional Vice President of Sales to join as a key member of the Sales team. Monarch is the provider of EndoTool®, an innovative electronic Glucose Management System (eGMS) that improves the care and outcomes of in-hospital patients. This position will report to the National Vice President of Sales and must be based in Southern California.

Roles and Responsibilities

- Develop and implement customer account strategies that will result in the sale of Monarch products and services for targeted accounts and/or customers within assigned territory
- Arrange presentations, demonstrations or site visits
- Manage time and resources effectively to meet territory sales objectives
- Negotiate contracts
- Perform in a manner consistent with Monarch sales methodologies, such as active participation in the development of pipeline data, account planning management and general reporting of customer interactions
- Ensure 100% customer satisfaction to enhance references and stimulate market share growth within installed base
- Play an important role in developing and maintaining the company's image and reputation in the marketplace
- Represent Monarch in accordance with established policies and procedures
- Support Monarch strategic alliances efforts to leverage complimentary sales channels and/or applications to increase the sale of products and services
- 50-75% travel

Required Skills and Experience

- 5-7 years of successful enterprise healthcare sales experience
- Prospecting skills – identifying and developing multiple new accounts
- Experience selling clinical workflow based, technical enterprise software and services to the healthcare industry
- Knowledge of drugs of concern (high risk) administration and related clinical workflows in the inpatient hospital environment
- Knowledge of inpatient EMR workflows (Epic, Cerner, Meditech, etc.)
- Demonstrated success in overachieving large quotas
- Consultative selling required
- Strong analytical and quantitative skills as well as strong presentation and communication skills, both oral and written
- Polished corporate presence and ability to interact with the highest levels of a large corporation (VP, CEO, COO, CFO, CNO, CIO)
- An ability to articulate in verbal and written form the critical ideals and objectives of a relationship as well as to understand and communicate the overall clinical workflow and technical architecture of products and services



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- Knowledge of current on web technologies/information systems technologies
- A substantial understanding of market trends which affect Monarch sales, service and product development
- Must be comfortable with the working environment of a small yet rapidly growing company operating on a cutting edge
- A bachelor's degree or equivalent experience

About Monarch

Monarch Medical Technologies is a privately held medical technology company founded by clinicians with a vision of improving hospital-based glucose management. Providing the safest option on the market, Monarch is replacing traditional linear protocols with individualized and predictive computer-based solutions. With its flagship product, the EndoTool® Glucose Management System, the company pioneers the field of predictive therapeutic control technologies for managing drugs.

Monarch provides a degree of personalized care that results in lower readmission rates, reduced lengths of stay, reduced risk of hospital-acquired conditions & infections, and dramatically improved patient outcomes. Monarch's technology is doing more than changing the conversation in more than 300 hospitals throughout the United States — it's helping providers achieve the coveted triple aim: better health, better care, at a lower cost.

Our team is passionate about improving the delivery and safety of patient care. We are quickly growing and seeking individuals who thrive in a fast-paced, entrepreneurial environment.

To apply for this position, please submit a cover letter and resume to Brady Farrell at Brady.Farrell@monarchmedtech.com.