



San Jose BioCenter Job Board

Position: V.P. Sales

Company: ChiroSolve, Inc.

POSITION PURPOSE: Define and implement sales strategies; identify strategic partnerships and accounts, forecast sales; recruit and supervise Sales Specialists; develop programs which will drive the business deliverables.

ESSENTIAL JOB FUNCTIONS

- Be responsible for and consistently achieve the sales goals through direct and indirect sales channels
- Establish, monitor and ensure attainment of sales goals for the sales staff
- Monitor, ensure, and maintain budgetary controls of sales related expenses
- Recruit, train, motivate and develop assigned sales staff and track their performance
- Work in conjunction with product development, and with customers to identify potential opportunities for new/enhanced products
- Help and work with marketing department to develop and implement integrated marketing and advertising strategies
- Maintain strong relationships with key influencers / customers and maximizes customer satisfaction
- Identify gaps in current product line; identify competitor information relative to product offerings to develop new products.

Qualification/Requirements

- Bachelor s degree or higher degree in a physical science. Preference will be given to candidates with post graduate business qualifications
- Ten (10) years of proven track record of meeting/exceeding sales targets with minimum of five (5) years in a major account role within a Life Sciences Company, or a proven business/sales development track record at a progressively responsible level, including senior executives. Preference given to candidates with business-to-business sales experience.
- Demonstrated experience in preparing and implementing strategic account (sales) business plans at a major account level
- Demonstrated experience in making presentations to high-level accounts, as well as managing a staff by coaching, innovating and motivating in an effective manner
- Demonstrated network of established relationships at the senior/executive management level
- Detail oriented person with excellent organizational, communication and interpersonal skills. Ability to communicate information appropriate to the level of the audience
- Demonstrated ability with Microsoft Office software in a business environment
- Ability to accommodate up to 80% travel

How to Apply: Please send your resume and cover letter to Ms. Neelam Vaidya via email at info@chirosolve.com or via fax at 408.694.3844

Company Address: 5941 Optical Court, San Jose, CA 95138

URL: www.chirosolve.com