



EMAIL [HRRECRUITER@AURORADX.COM](mailto:HRRECRUITER@AURORADX.COM)

Date Posted: 1/11/2019

**Position Information:**

Position: Vice President of Sales  
Location: TBD  
Department: Sales  
Status: Exempt/Full-Time  
Schedule:

**Essential Functions:**

- Develops annual sales plan in support of organization strategy and objectives.
- Develops and manages sales budgets.
- Evaluates the market position of competing products, services, and organizations and their marketing and sales techniques.
- Devises sales strategies and promotions to obtain maximum sales volume.
- Directs channel development activity and coordinates sales distribution by establishing sales territories, quotas, and goals.
- Directs all sales personnel.
- Assigns sales territory to sales representatives.
- Represents the company at trade association meetings and conferences to promote product and services.
- Delivers sales presentations to key clients in coordination with sales representatives.
- Meets with key clients, assisting sales representative with maintaining relationships and negotiating and closing deals.
- Prepares periodic sales report showing sales volume, potential sales, and areas of proposed client base expansion.
- Ensures the adequacy of sales training and compliance programs.
- Submits time and expense reports to management in a timely manner.
- Completes annual training programs within the required timeframe and regularly attends staff meetings.
- May recruit, hire, train staff, evaluate employee performance, and recommend or initiate promotions, transfers, and disciplinary action.
- Performs other duties as assigned.
- Complies with all State, Federal, professional regulations as well as department rules, policies, and procedural manuals.
- Adherence to HIPAA, Safety and OSHA Regulations.

All job requirements listed indicate the minimum level of education, knowledge, skills and/or experience necessary to proficiently perform the job. This job description is not to be construed as an exhaustive statement of duties, responsibilities or requirements. Employees will be required to perform any other job-related duties assigned by their supervisor, subject to reasonable accommodations.

**Job Qualifications:**

- Bachelor's Degree in Business, or Related Field.
- Minimum of seven years of experience in sales management, preferably in a health care setting.
- Proficiency in Microsoft Office applications, including Microsoft Word and Excel
- Travel required

**Eligibility:**

In order to be eligible to apply for a posted position, you must meet the minimum hiring specifications for the position, have a discipline-free personnel file for at least the prior six month period, be an employee in good standing in terms of your overall work record, and have been in your current position for a minimum six months. Exceptions to the six-month rule may apply to technicians or technologists who are temporarily working as laboratory assistants while awaiting licensure.

**Application Process:**

If you are interested in applying for this position, please submit an internal application to [majones@auroradx.com](mailto:majones@auroradx.com), no later than **5:30PM on January 19, 2019**.

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