

GlobeStar Systems is a leader in integrated clinical communication. Our cornerstone product, Connexall[®], is an award-winning Enterprise grade IoT platform, purpose built for the healthcare industry. Connexall[®] is a sophisticated and customizable end-to-end integration and communication platform that helps its customers improve clinical workflow, reduce alarm fatigue, and drive better patient and staff outcomes.

Type: Full-Time

Start Date: Immediate

Location: USA Remote

Job Description

Reporting directly to the Interim SVP of Sales and Marketing, the Telehub Product Specialist will be responsible for ensuring the growth of the US hospital Patient Monitoring business. Your primary responsibility will be to foster and develop strategic monitoring opportunities in new prospects and existing Connexall accounts. The successful candidate will maintain a high-level understanding of Connexall's platform capabilities, features, and value propositions and be able to explain them clearly and succinctly to customers.

Primary Responsibilities

- Aggressively pursue and achieve a minimum of 100% of assigned quota (annually) while managing a long and complex selling process including proposal and contract management.
- Establish direct contact and build strong relationships with customers at Director, VP, and other Executive levels including C level.
- Leverage deep clinical, technical, and workflow expertise to create opportunities within prospects and current Connexall customers.
- Collaborate with Sales Leadership, and Account Executives to develop and refine sales strategies based on data insights, aiming to improve sales performance and achieve revenue targets to plan impactful customer meetings, convey compelling value propositions and demonstrate Connexall's impact on workflow, outcomes, and offerings.
- Provide support, expertise, and responses to customers' clinical/technical/operational questions to successfully close opportunities.

- Work with customers to effectively evaluate and measure outcomes to potentially cosponsor findings of a successful Telehub solution.
- Accurately and clearly communicate Customer challenges and issues to internal resources in both written and verbal form, work with the internal team to resolve the customer issues and concerns..
- Lead, orchestrate, deliver sales calls, demonstrations, and presentations to prospects and current customers to close deals in coordination with the Account Executive.
- Position Connexall's digitally Connected Hospital to customer's clinical, operational, and business stakeholders with Connexall's Unique Value Proposition for Data & Analytics capabilities.
- Conduct in-depth market research and competitor analysis to benchmark our sales performance and uncover potential growth opportunities.
- Analyze customer behavior and preferences to enhance the sales team's understanding of client needs and preferences, resulting in more targeted and personalized sales approaches.
- Assemble strong cross-functional relationships with new and existing customers to leverage resources as required, assisting in the progression of an opportunity and to become the "trusted advisor".
- In conjunction with management, set goals and objectives based on territory plan and target quota.
- Maintain accurate and up-to-date account maintenance and sales tracking data in CRM system daily.
- Self-manage and balance priorities between competing demands from multiple customer-facing projects, self-directed work, and support related activities.
- Other duties, as necessary.

Qualifications

- University Degree in Business, Marketing, or other relevant discipline required.
- 5 years of Healthcare IT, Consulting or Clinical Solutions sales experience.
- Success selling to Hospitals, Health Systems, and Healthcare executives.
- Consultative, "needs analysis" selling experience and style for software applications.
- Thorough understanding of Healthcare clinical and operational workflows.

- Experience with hospital language and protocol with understanding of Healthcare complexity and trends.
- Organized sales and business methodology.
- Engaging personality, curiosity, energy, and passion for Healthcare.
- Comfortable in an innovation driven, entrepreneurial company environment.
- Excellent written and verbal presentations skills in English.
- Ability to travel (50%-70%).

Benefits:

- Competitive annual salary.
- A rich benefits package, including medical, dental, life, long-term disability insurance.
- 401k program.
- Vacation.