

SALES MANAGER - HEALTHCARE - MEDICAL DEVICE - BASED IN BUCKS
COUNTY, PA

Major Healthcare client that manufactures and markets an Rx medicine management system which reminds patients to take their medications. This Rx product alerts the caregiver or family member if the patient has missed any doses and the enterprise level back-end software provides an easy-to-use portal for hundreds of patients to be monitored closely.

Call points are hospitals, long-term care and assisted living facilities, and home health care agencies. The system helps the patient's caregiver monitor whether the patient is taking their medications in a timely manner. The product can be sold to the facility and used on the in-house patients or re-sold to the discharged patient to use at home.

As the "telehealth" space continues to heat up, client is beginning to add other peripheral devices to the Rx hub to make it even more competitive of a product with wearables that measure key biometrics: blood pressure, pulse, scales, glucose levels, etc...

Client is expanding and is looking for a Director of Sales. The Director will hire, train and develop the sales force. There are currently four Sales Representatives with two new hires in the near future. The two new territories are in the Northeast: Metro NY (Manhattan and the four boroughs plus Northern NJ, ideally based in Nassau County Long Island, NY) & New England based in Southern CT.

Competitive base salary and total compensation, with nine months of guaranteed incentives. As this burgeoning market develops second year earnings are above market. Will cover all

business expenses and reimburse for travel at the government allowed amount. Medical, dental, 401k.

We are looking for an experienced sale manager with two or more years of sales management experience in the healthcare arena. Any and all exposure to the Long-Term Care/Assisted Living market is helpful.

Will consider a superstar from the business to business world. **Experience in field sales management is a must.** Willingness to travel with the sales reps on a regular basis is expected.

This is a fantastic opportunity to get into a newly created healthcare division at the ground floor and drive the growth of this innovative company with a very disruptive technology.

PLEASE CONTACT DAVE BONTEMPO AT 215-357-6590