

Regional Sales Manager

If you are a competitive, detailed, dependable team player that thrives on achieving goals and solving problems, not afraid to talk over the phone, to put in the initial work to be financially successful, then Skynet Healthcare Technology wants to hear from you to join our team.

Skynet Healthcare Technology is the leading provider "Smart Community" solutions. We deliver a risk management system designed to enhance resident and staff safety. Our goal for the future is to innovate to serve and service our clients. Our purpose is not simply to track staff and residents, rather our goal is to reduce injury and elopement so all who use our products and solutions can have the feeling of safety, security and belonging.

As a Regional Sales Manager you will be responsible for new revenue development and creation of demand for our product in the senior living facilities industry. You will be working in an organization that is dynamic and fast paced, with possibilities to make a difference and add value to our business. Travel is an important part of this position as you will spend up to 25% of your time traveling within your territory meeting with clients.

What you will be doing

You will be responsible for prospecting, proposing, and closing sales to new and existing senior care clients. You will be making effective calls and visits to existing and prospective clients to grow the territory sales. We document all clients' interactions into our Customer Relationship Management (CRM) system, Salesforce. You will be working independently, so we expect you to be self-motivated team player who takes initiative.

What we are looking for

We are looking for a self-driven, energetic and ambitious team player who understands consultative selling process within the senior care technology and integrations of mobile and cloud solutions. An individual who can close sales. You must be coachable in all aspects for this position. Your ability to build and maintain strong relationships is vital for your success in our organization. Our staff and our clients are our top priorities, so having strong interpersonal skills with ability to communicate verbally and in writing and follow up is important. We are looking for someone who has experience with CRM systems, namely Salesforce. Lastly, we are not looking for "farmers" we want "hunters".

Contact and application

Please forward your updated resume with a cover letter detailing your salary requirements, and why you believe you're a fit to join the Skynet Healthcare Team. Due to the response we've gotten only those candidates who specifically align with the skills required will be contacted for next steps in the process.

Let's open the doors to the future – together!

Working for Skynet Healthcare Technology means that you will be part of a dynamic environment, where we develop innovative solutions to improve our customers' lives. As the global leader in senior healthcare solutions we are using the latest technologies to mitigate risk, reduce injury and provide a safe and secure environment for staff and residents alike. Joining Skynet Healthcare Technology means being part of a fast-moving company with many opportunities as we move forward.

Skynet Healthcare Technology is an Equal Opportunity Employer and is committed to providing equal employment opportunity for all persons regardless of race, color, religion, sex, age, marital status, national origin, citizenship status, disability, veteran status or any other characteristic prohibited by federal, state or local law.