

VP of Sales, North America

COMPANY

ScienceMedia is a "science first" company that is at the forefront of creating engaging, self-paced education designed to improve the efficiency of clinical trials and medical affairs. Our subscription-based content (similar to Saas) and our per-trial training provide clinical and medical multimedia content to many of the top pharmaceutical and CRO companies to enhance clinical competency throughout their organizations.

ROLE

ScienceMedia is seeking multiple sales professionals to target clinical operations. The title will be commensurate with experience up through the title of VP of Sales. Each position has principal responsibilities for executing management's sales plan, orchestrating key account deliverables, and assuring customer needs are clearly translated for internal operations staff.

All candidates will report to the CEO until a VP of Sales is placed. Ideal locations are San Diego (headquarters), San Francisco Bay Area, Boston, and Raleigh-Durham.

Responsibilities:

- Drive execution of sales plans, devise strategies that acquire accounts, and expand account penetration.
- Develop profitable proposals and negotiate deal terms that average \$250k per transaction, and grow accounts over \$1M per year, recurring.
- Build customer experience that drives loyalty, usage, and recommendations.
- Provide regular updates to management on progress and issues.
- Serve as the face of the company to our life sciences customers.
- Assist the development of and drive the execution of the Annual Corporate Sales Plan, devise sales strategies that maximize market penetration and build agreed upon sales channels across the life sciences marketplace.
- Provide sales expertise sufficient to develop profitable proposals, negotiate deal and contract terms, and importantly, maximize closed sales contracts.
- Lead sales team; responsible for oversight and mentoring of sales team operations.

Requirements:

- Bachelor's degree from a 4-year accredited institution.
- 5-7 years of experience successfully selling products into clinical operations.
- Ability to establish credibility and to be an influencer with pharmaceutical customers, as well as with business partners and KOLs.
- Must have a proven track record of successfully selling to VPs and higher.
- High energy performer with an in-depth knowledge of what it takes to sell.

- Team player whose enthusiasm inspires and motivates the team, peers, and customers.
- Experience in working with early, market-changing products. (Experience in the pharma industry a plus.)
- Technologically adept with additional experience in Salesforce.com, LinkedIn, and media technologies.
- A self-starter with the ability to set meetings, give demos, and close deals.

Benefits:

- Stock options
- Base plus commissions
- PTO & paid holidays, medical and dental insurance, 401k
- Educational Assistance project for continuing education
- T&E budget provided
- Team-work environment

To apply, please send your resume to recruiting@sciencemedia.com.