

Regional Sales Manager (Bengaluru)

CLLOUDPHYSICIAN

Cloudphysician is a healthcare company reimagining the delivery of critical care through patient-centric solutions. We use our advanced technology, designed and developed in-house, to increase access to care, all across the globe.

Our Care Center, based in Bangalore, is staffed 24/7 by a highly qualified and trained critical care team that includes super-specialist doctors, nurses, dieticians, and pharmacologists. The clinical team uses our proprietary platform, RADAR, to connect to hospital ICUs to oversee and manage the care of critically ill patients across multiple regions. RADAR, built by our team of technology experts, incorporates automation, computer vision, real-time video, and data analytics to help expert care providers connect to and provide care to patients.

As of March 2022, we have cared for nearly 40,000 intensive care patients across 16 states in India and saved numerous lives. Learn more at: www.cloudphysician.net.

JOB DESCRIPTION

Cloudphysician operates in an extremely niche market segment offering high value product (RADAR) and services (Tele-ICU). Today Cloudphysician has its presence in 15 states. As a regional sales manager, your role will involve obtaining Cloudphysician's goal, which is to become a global organization that is solving some of the hardest problems in healthcare delivery across geographies. In our efforts to achieve this vision we are committed to becoming the destination for talent. This will require a deep knowledge of Cloudphysician's product and services, an understanding of customers' needs, and building long-term, positive stakeholder relationships with the hospital administrators and critical care team at the hospitals. Your role will involve creating a sales pipeline, tracking sales leads, sending out proposals, deal closures. It would also involve working with channel partners wherever required and working on tenders. Doing periodic CME's to spread awareness of our solution within the professional community. Updating management on a weekly basis on the progress of deal closures.

Key responsibilities

1. Develops, maintains and improves relations with existing and potential customers in the assigned region.
2. Creates the yearly sales plan, with help of sales management, to set targets and to plan actions
3. Creates, together with the internal order desk, of optimal offers to the accounts
4. Initializes customer tailored sales actions and supporting national sales actions
5. Monitors the quality of the realization of the actions, improves contact between the internal service and the customers to get a good result of the actions
6. Reports regularly on sales results and expectations, market and competition and trends to inform about the situation Working/ Critical Experience
7. Ideate with hospital administrators, critical care team and demonstrate value in

Cloudphysician Healthcare Pvt. Ltd.

7, Bellary Road, Ganganagar, Bengaluru, 560032

CIN: U74999KA2017PTC102283

E: info@cloudphysician.net

Ph: +91-80-2309 2922

www.cloudphysician.net

- associating with us
8. Ensure proper segmentation is done in identifying the partner hospitals and work on converting them to our clients for our TELE-ICU services
 9. Prepare regular reports of progress and forecasts to internal stakeholders using key account metrics
 10. Expertise in negotiating contracts with key clients and ensure adherence to established deadlines for the fulfillment of each client's short-term goals
 11. Serve as the link of communication between key customers and internal teams
 12. Developing trust relationships with a portfolio of clients such as anesthetists, intensivists, to ensure they refer our services to other partner hospitals
 13. Set targets / Execute Action plan for the region
 14. Review Business Results - Train and coach sales team members in achieving their Goals & objectives

PREFERRED QUALIFICATIONS

1. Education: MBA or equivalent degree from a reputed University
2. Must Have:
 - a. Minimum 10 years experience, out of which the last 5 years in senior Sales Manager roles.
 - b. Experience in managing teams for Direct and Indirect sales
 - c. Experience in Multi-region sales
 - d. Experience in managing key stakeholders/KOL like Physicians, Surgeons or other Doctors
3. Desirable:
 - a. Experience in Marketing
 - b. Experience in selling Critical Care devices, Critical Care services, or Critical Care pharmaceuticals is highly desirable.

How to apply

If you are interested. Please send your resume to careers@cloudphysician.net along with two references

Cloudphysician Healthcare Pvt. Ltd.

7, Bellary Road, Ganganagar, Bengaluru, 560032

CIN: U74999KA2017PTC102283

E: info@cloudphysician.net

Ph: +91-80-2309 2922

www.cloudphysician.net