



Territory Manager North East US – Virtual Cardiac Diagnostics Start-Up

Do you want to radically help improve US healthcare? Inspired to make a change and help save hearts, the leading cause of death in the world? And want to be one of the first on the team on an award-winning start-up solving a large unmet market need within virtual cardiac diagnostics?

Coala Life is an innovative medical device and software platform company with an exciting portfolio in global scale-up phase. The company was founded in Sweden and now expanding on the US market. The solutions aim to digitally transform the field of virtual cardiac diagnostics, enable long-term cardiac monitoring and patient empowered cardiac analysis.

Coala Life's US operations were launched in 2019, so the groundwork is done. This is an opportunity to join a world-class team and bring unique, state-of-the-art solutions for remote patient monitoring, telemedicine and cardiology markets.

Coala Life is looking to expand the team with driven, sales hunters with outside and virtual experience to target cardiologist, general practitioners and other various specialities. The Territory Manager will be responsible for building relationships with providers, leveraging existing accounts, and prospecting to increase account revenue growth. The ideal candidate Coala is searching for is motivated, hungry, passionate, and has a desire to hustle in the pursuits of excellence. Candidates must be capable of identifying and contacting prospects to seeing the sale through each stage of a sales process. Creative thinking, polished presentation skills and perfect follow through are musts!

Duties and Responsibilities

- Develop new business opportunities and maintain and expand existing business
- Virtual and physical sales
- Develop and implement plans to achieve/exceed sales goals
- Plan and implement effective sales/product presentations to clients
- Probe to understand and confirm client's needs, handle objections and gain commitment
- Identify, establish and maintain productive working relationships with key decision makers, clients and their staff, administrative staff, etc.
- Educate clients to ensure product is used properly
- Communicate with senior executives and, as a valued team member, help provide insights to perfect the long-term corporate strategy.
- Meet quarterly and annual sales quotas
- Represent company and industry conferences and maximize potential by targeting specific clients to gain sales leads and pursue opportunities to promote product

Qualifications

- High level energy, motivation, drive, perseverance, initiative, commitment and professionalism
- Excellent time management and prioritizing abilities
- 3+ years in of healthcare related in-person and/or virtual sales
- Demonstrated success in previous sales role; indicating high level of sales performance in a highly technical and competitive environment
- Bachelor's degree
- Demonstrate skills in sales planning, organization and execution
- Ability to teach and educate medical personnel, peers and technical support personal
- Working with start-up company preferred
- Computer proficiency
- Experience in virtual sales a plus
- Must have valid driver's license and active vehicle insurance policy. In additional your driving record will be reviewed and will be considered as part of your application

Benefits

- Base Salary + Commissions
- Car Allowance
- Medical, prescription, dental and vision insurance
- Matching 401K
- Home based

Coala Life Inc is a n Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, ethnicity, color, religion, sexual orientation, gender identity, national origin, disability, or veteran status.

Read more about us on www.coalalife.com

Please send a resume and cover letter to carma.connely@coalalife.com