



Connecting Disconnected Data™

POSITION OPENING

Job Title: National VP, Strategic Enterprise Accounts (West)

Reports: SVP of Sales & Marketing

SUMMARY:

The National Vice President of Strategic Enterprise Accounts is responsible for creating new growth opportunities through consultative selling for Vyne Medical at selected National Accounts (named Academic, IDN, and Regional Health Systems.) Our organization is seeking a highly motivated individual who looks forward to the challenge of implementing a rigorous sales process that yields predictable results that builds and drives growth to expand our customer base with key logo wins. The National Vice President of Strategic Enterprise Accounts fosters a close working relationship with the US Sales team and account leaders.

DUTIES & RESPONSIBILITIES:

- Provide oversight and strategic planning for large named, national accounts.
- Negotiate and close new business agreements with large, named national prospects
- Prepare accurate monthly, quarterly and annual sales forecasts
- Provide timely and effective solutions aligned with clients' needs
- Working closely with Sales Leaders and key account leaders on new business opportunities.
- Put in place infrastructure and systems to support the success of the sales consulting function
- Compile information and data related to customer and prospect interactions
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Work closely with the SVP sales and marketing and the marketing function to establish successful support, channel, and partner programs
- Manage key customer relationships and successfully close strategic opportunities
- Create a culture of success and ongoing business and goal achievement
- Travel for in-person meetings with customers and partners and to develop key relationships
- Other duties as assigned.

EDUCATION, KNOWLEDGE AND SKILLS:

- Bachelor's Degree required, Advanced degree and professional societal membership or certifications preferable
- Demonstrated abilities in executive leadership and management
- Demonstrated organization, facilitation, written and oral communication
- Master networking skills with highly referenceable and active c-suite relationships
- Hospital/Health System vendor experience required; expert knowledge of healthcare sales
- Working Knowledge of Hospital/ Health System Business Operations (UM, Rev Cycle, other)
- 8+ years' experience with health care consulting/ sales with proven results in building relationships, value selling, and goal attainment managing TCV sales >\$2M
- Proven track record with complex problem solving
- Exceptional customer facing presentation skills



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- Proven track record of success with large strategic accounts
- Active in Healthcare Industry Associations
- Demonstrated success in navigating competitive markets
- Significant experience with strategic development, planning, delivery and reporting of key performance metrics
- Experience with CRM systems and analytics, salesforce automation tools and web demo technologies
- Assure adoption to new process/tools
- Other duties as assigned
- Travel 55%+
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PHYSICAL DEMAND:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

WORK ENVIRONMENT:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate.

SECURITY ROLES / RESPONSIBILITY:

- **PROTECTED HEALTH INFORMATION (“PHI”)** internal, by exception: This position may have access to and be responsible for the security of PHI/PI on an incidental basis.
- **PROTECTED HEALTH INFORMATION (“PHI”)** by customer request: This position may have access to and be responsible for the security of PHI/PI on a daily basis.

Vyne provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, disability, genetics, or veteran status. In addition to federal law requirements, Vyne follows applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.

Internal applicants must be in their current position a minimum of six months and have no active warnings in their file. All interested applicants should notify Leslie Lyons in writing or via email at Leslie.lyons@vynecorp.com. Candidates will be required to complete an Internal Job Opportunities Application Form and obtain their supervisor’s approval.