



Job Title:	Director of Healthcare Sales	Position Type:	Full Time
Location:	Sheridan, WY preferred; Remote Locations Considered	Date Posted:	12/02/2024
Level/Salary Range:	\$65-90k Base + Commission DOE	Posting Expires:	
Other Requirements	Travel up to 20%		

Submission Information:

Kennon is an equal opportunity employer and will seriously consider every qualified applicant interested in joining our growing team. Please provide a cover letter, resume, and at least one personal and two professional references submitted through our webpage: <https://kennonproducts.com/careers/>

Questions or accessibility issues may be directed to: recruiting@kennoncovers.com

Job Description:

JOB OVERVIEW

Kennon has a tremendous opportunity ahead and is looking for a hardworking and passionate individual to partner with the Kennon team and VP of Sales to facilitate and capture that growth, as well as play a key role in bringing innovative safety solutions to facilities that need them most.

As the Director of Healthcare Sales, you own your business. You will develop and implement comprehensive sales strategies to achieve revenue and market share goals. You will own existing customer relationships while also generating new sales opportunities. You will conduct market research to identify trends, customer needs, and competitive dynamics and use this information to adjust strategies and stay ahead in the market. You will work to streamline the sales process and implement best practices for lead generation, qualification, proposal development, and deal closure. You will use data to track performance and optimize efforts.

You will work closely with the Sales Operations Analyst to ensure no opportunity is missed. This includes monitoring phone calls and emails to make sure all customer inquiries receive a timely response. You will be responsible for quoting and processing sales orders, including custom product information, for strategic customers. The ideal candidate is customer focused, highly responsive, detailed oriented, data driven, and demonstrates the accountability of a business owner mindset.

Further, you will help in the development and continuation of the business owner culture by modeling our core values of integrity, caring, daring, and responsiveness. This role will report to the VP of Sales.

If you are a strategic and driven sales leader passionate about making a difference in behavioral health safety, we want to hear from you.

JOB DUTIES/RESPONSIBILITIES

- Create and enact sales strategies that align with revenue targets, including near-term and long-term goals. Develop and track sales pipeline. Present regular updates to senior leadership.
- Establish and maintain strong relationships with key behavioral health stakeholders, including facilities, architects, contractors, resellers/distributors, as well as other influencers in the market such as regulatory bodies.

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- Develop a deep understanding of ligature-resistant products, including features, benefits, competitive advantages, and ideal use cases. Understand broader market and requirements specific to healthcare and behavioral health facilities.
- Present Kennon portfolio and conduct product demonstrations as necessary. Represent Kennon at industry events, conferences, and networking opportunities to enhance brand visibility & attract new business.
- Collaborate with marketing to generate new leads and develop effective sales content and tools. Work with engineering, operations, and manufacturing to ensure customers have the products they need when they need them.
- Work closely with the rest of the sales team, aligning on opportunities, sales forecasts/pipeline, and the overall business.
- Monitor pricing to ensure alignment with Kennon's financial goals.

MINIMUM QUALIFICATIONS & REQUIREMENTS

Our ideal candidate will have a combination of formal education and relevant experience including:

- Bachelor's degree in Business, Marketing, Engineering, or a related field or equivalent experience.
- 5+ years sales experience in a customer facing role.
- Proven track record of achieving and exceeding sales targets. Experience developing and executing sales plans.
- Strategic thinker and developed business acumen. Financial acumen to forecast revenue and analyze profit margins.
- Strong analytical and problem-solving skills. Ability to use data to drive decision-making and improve sales performance.
- Exceptional written and verbal communication skills. Clearly articulates strategy, goals, questions, and help needed. Provides crisp, high-level communications to leadership. Ability to present complex products and solutions in a clear and compelling manner.
- Ability to engage with and influence high-level stakeholders.
- Resiliency to handle difficult customer situations.
- Effective time-management and organization skills and ability to meet deadlines. Ability to prioritize tasks, focus on high-impact activities, and ensure that resources are allocated effectively to meet goals. Organized approach to customer relationship management to ensure key accounts receive attention and follow-ups are timely.
- Intermediate Microsoft Office experience, specifically excel. Experience with accounting or ERP software.
- Ability to work independently with minimal direction and handle multiple tasks in a fast-paced environment.
- Comfortable with change in a growing organization.

PREFERRED QUALIFICATIONS & REQUIREMENTS

- Experience in healthcare or manufacturing industries. Experience with long sales cycles and working with key decision-makers, such as hospital administrators, architects, and contractors.
- Familiarity with healthcare safety standards, such as those set by The Joint Commission.
- Established network within the healthcare or behavioral health industries.

ABOUT KENNON

Kennon Products has a forty-year history of proudly designing and manufacturing quality products that protect high value assets. Founded in 1984 to provide general aviation products, Kennon has grown into a multi-faceted company with international sales. We lead with cutting edge research and development, utilization of advanced materials and composites, and delivery of diverse product lines that include: preservation of private, commercial, and military aircraft integrity; safety in behavioral health; and life-protection for our service men and women. Our success has come through consistently providing innovation, ensuring superior design, and maintaining our commitment to quality.