

Regional Vice President of Sales in the Life Sciences sector with a reverse Logistics background

Position: Regional Vice President of Sales (Medical Device/Healthcare)

Location: Midwest Ohio

Compensation: 118K -120K Base, OTE 150K

Seeking a Regional VP of Sales who is in the business of identifying and delivering supply chain solutions at the lowest total cost by leveraging engineering, systems, design, and consulting expertise.

Our clients benefit from continuous, ongoing improvements and outstanding service levels that result in reduced logistics costs and average order cycle time. We provide solutions to improve service and increase efficiencies of supporting medical equipment and the healthcare industry itself.

Requirements:

- Manage existing accounts and develop new clients in the medical device (healthcare) industry.
- Work from executive office/facility in the Midwest Ohio and further establish footprint of company specializing in reverse logistics.
- Represent our client at industry trade shows and conferences around the U.S.
- Work with design team to develop winning value propositions.
- Strategize with legal team to secure acceptable contracts.
- Update company database and keep current.
- Pursue company leads and personally generate new clients as well.
- Maintain current client relationships with add on opportunities.

This position requires approximately 50% travel.

Company has been owned by same owner for 30 years.

Ideal experience includes working with GE, Toshiba, Phillips or Siemens.

Ideal candidate has been working in the industry and can bring rolodex of current contacts.

***Preference will be given to candidates
who have reverse logistics sales experience in this industry!***

Please contact:

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