

Job Posting

Director of Sales

Mercy Home and Community Health Services, Mercy Health System

Mercy Home and Community Health Services (MHCHS), an operating unit within the Mercy Health System of Southeastern Pennsylvania, is seeking a Director of Sales. This position will report directly to the CEO of MHCHS and will have overall responsibility for market analysis, developing sales strategy, goals and plans, conducting sales calls and evaluating the results and effectiveness of activity for a large sales force. Of critical importance is sales planning experience; candidate will lead a growth initiative through sales plan development, recommend sales targets and objectives, oversee execution in the field with the outcome of generating profitable revenue and enhancing market share. Position requires management of a large sales force supporting prospecting, sales activity and productivity as well as coaching the team to build relationships with long term care, independent and assisted living facilities, physicians and other community resources. Working in collaboration with the VP of Operations, this position will support growth of referral sources as well as partner with the Director of Marketing Communications to drive brand recognition, while sustaining a strong customer base. Additional experience needed in market research, competitive information gathering and response tactics. Expectation is to develop relationships with Senior Leadership team to leverage best practices.

Qualifications

Candidates must possess the following combination of education, knowledge, skills and abilities:

- Bachelor's Degree in related field; Master's degree preferred
- 7-10 years of sales management experience, healthcare industry experience preferred
- Proven ability to develop and implement a sales plan
- Demonstrated track record in achieving sales & referral goals
- Strong interpersonal skills with the ability to develop and maintain strong working and business relationships
- Ability to present and discuss strategies and information in a manner that establishes rapport, persuades others and gains understanding
- Strong analytical skills with proven business acumen
- Excellent planning, organizational, written and presentation skills

Mercy Community Health Services encompasses two divisions within the Mercy Health System of Southeastern Pennsylvania: Mercy Home Health and Mercy LIFE. Mercy Home Health serves the five-county Southeastern Pennsylvania area as a provider of comprehensive, quality, holistic healthcare to patients in the privacy and comfort of their home. Mercy LIFE is a nationally recognized Program of All Inclusive Care for the Elderly (PACE) which provides medical, health and social services to promote independence at home. MHCHS operates three LIFE centers in the city of Philadelphia.

We offer a competitive compensation package and comprehensive benefits. EOE.

If you or someone you know, meets these qualifications and is interested in applying, please send your cover letter and resume to recruitment@corporatehealthgroup.com or contact us by phone at 888-334-2500 X250 for more information about this position.