

United States Jobs Expertini®

Director, Health System Alliances

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Company: Nihon Kohden

Location: United States

Category: computer-and-mathematical

The Director Health System Alliances provides leadership in the identification, prioritization, evaluation, negotiation and relationship management of complex, strategic relationships with Kaiser Permanente.

Essential Functions and Main Duties

Generate new business and develop a solid strategy to create and maintain effective relationships with key executives within Integrated Delivery Networks, including “C” suite Administrators, that will result in increased market share across all of Nihon Kohden product portfolios.

Develop sales strategies to produce growth and make sales presentations to the IDN and/or their members. This includes RFP responses and contract negotiations.

Work with the Sales and Marketing departments and Regional Vice Presidents (RVPs) to identify targets and create forecasting models.

Monitor sales performance across all Nihon Kohden product portfolios that have been set for the IDN, handle key account relationship management, develop partner relationships with sales channels, perform product demonstrations and foster collaborative relationships with luminary hospital sites.

Work with Finance, Customer Care, Operations, Marketing, Sales and other internal departments to understand their strategic priorities and creatively identify partnership opportunities to support those priorities.

Establishing metrics to analyze and track performance of partner initiatives. Develop actions to adjust sales strategy as needed.

Become the corporate lead for the customer with dotted line management of all key responsibilities including but not limited to Sales, Project Management, Installation, Service, and Clinical.

Adhere to all company policies, procedures, and business ethics codes.

Duties may be modified or assigned at any time based on business need.

Qualifications

Education / Certification / Experience Required

Bachelor's degree in marketing, engineering or business-related discipline; MBA preferred.

5+ years of experience in healthcare in a commercial sales, national accounts or business development capacity with an OEM selling diagnostic capital equipment, preferably in the patient monitoring space with companies such as Natus, Cadwell, Nihon Kohden, Philips, GE Healthcare, Siemens Healthcare, Cerner, or similar companies.

Deep knowledge and experience working with complex IDN professionals at an executive level in a complex matrix selling environment.

Current regional or national relationships with IDN's, such as Kaiser, HCA, CommonSpirit, CHS, UHS etc. (not a complete list).

Level and compensation depends on location, experience, education and skills

Competencies Required

Familiarity with the HIS, EMR, and medical technology marketplace.

Successful work history with particular focus on negotiation skills involving multi-modality deals, forecasting, ASP management, and revenue and market share enhancement.

Must be able to communicate verbally and in writing, and to receive and understand verbal and written instructions in English

Able to work effectively both independently and in a collaborative team environment.

Compensation

Your Total Target Compensation (TTC) is composed of a \$, base salary and incentives for achieving your sales Quota, paid per the Plan as Variable Incentive (Commission) and Quota Attainment Bonus.

Perks and Benefits

Visit our page to learn more about Perks & Benefits and working at Nihon Kohden America

Working Conditions

Schedule The regular hours for this full-time position are 8:00 a.m. to 5:00 p.m., Monday–Friday, unless otherwise stated by the department manager. Holiday, weekend, and evening work hours may be required. Regular hours may vary due to the needs of the organization or department and are subject to change at any time at the Company’s discretion.

Physical: Generally, may require some reaching, bending, stooping, squatting, crawling, kneeling, pushing, pulling, lifting, carrying up to 20 pounds, finger dexterity, repetitive motions, standing, walking, sitting, hearing, visual acuity, color vision. More specific details may be provided as needed or requested.

Location: Must reside in assigned territory of California

Travel: Approximately 50%

Access to Customer Sites: It is an essential function of this position to perform duties in healthcare facilities, and to achieve the necessary vendor credentialing. As part of this process, it is typically required to provide proof of vaccinations (including for COVID-19), and related personal medical information, and to comply with other criteria as needed to be able to work at customer sites. Typical vendor credentialing expenses will be paid/reimbursed by the Company.

If you have a disability under the Americans with Disabilities Act or similar law, or you require a religious accommodation, and you wish to discuss potential accommodations related to applying for employment at Nihon Kohden, please contact .

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