

Sales Leader

Who we are:

We are a product design, strategy and development firm that makes medical devices and consumer healthcare products. We work in the maternal, newborn, diagnostic blood test, and vaccine transport arenas. Our products are sold globally with expanding opportunity in the USA. We market these products through our sister company, Hadleigh Health Technologies.

We do this amazing work with a team based in Sausalito, California, Amsterdam, NL, and Barcelona, ES. We have a vibrant office with people who work hard, are passionate about our mission, and enjoy a good cup of coffee. Please visit [Hadleigh Health Technologies](#) and [3rd Stone Design](#) for more information about our products and services.

The Role:

This position will be working primarily on the Hadleigh Health Technologies product line and will be responsible for spearheading global sales and marketing. The Sales Leader will be responsible for developing and executing a global sales strategy and personally executing deals as we grow the business. This is a new position in the organization that will require a mix of entrepreneurial zeal combined with business development acumen. The successful candidate will be motivated by achieving improvements in global health equity while simultaneously hitting quarterly goals and driving deals. The ideal candidate must have experience selling medical devices and developing new markets for novel products. Additionally, this candidate has had success building and managing client relationships, working with distributors, and experience in LMIC markets.

Duties and Responsibilities:

- Develop and execute global sales strategy
- Create and grow an effective sales process to meet and exceed assigned goals with current and new accounts
- Identify, negotiate and acquire new customers and distribution channels for Hadleigh Health products
- Define long-term organizational strategic goals, business opportunities and negotiate and close business deals
- Execute a sales strategy that will identify and cultivate distributors, governments, and NGO's
- Manage existing sales while building strategic relationships with bulk purchasers and aggregators
- Develop market intelligence to contribute to decisions regarding marketing, communications, and public relations strategies
- Be involved in social media outreach, as part of the marketing, communications and public relations efforts
- Participate in customer experience activity, which includes design research and international visits

Job Description

- Manage the relationship, contracts and deliverables from consulting firms on marketing, branding, advertising, media, customer service and public relations as necessary

Essential Skills:

- Highly skilled in managing sales activities with a medical device company
- Ability to deliver outsized results with limited resources
- Strong motivational and interpersonal skills
- Keen research and strategic analysis abilities
- Ability to influence, develop and empower employees with a team approach
- Desire to increase and keep abreast of market knowledge and current trends
- Cross cultural communication savvy and international business acumen
- Fluency with modern CRM and ERP tools and systems to achieve and monitor sales
- Ability to plan and meet sales goals, manage territory and direct distributor relationships

Position Requirements / Qualifications:

- Minimum of 8 years of sales and marketing experience
- Demonstrated advancement into business leadership roles
- Successful track record of business to business sales at a high level
- Experience with sales in developing countries and emerging markets
- Experience working with distributors, governments and partnering with NGOs
- Experience leading change
- B.A./B.S required, advanced degree in business or technical area desirable
- Creative thinking, sound judgment, organization, diplomacy, thoroughness, professionalism, humor and an uncanny desire to do great work.

Hours: Full Time Position
Location: Sausalito, CA. In person, in office, 3+ days per week
Travel: Up to 25% annual travel as required
Benefits: 3 Weeks Paid Time Off + Major Holidays
Health & Disability Insurance
401(k) with Match
FSA for Medical

Salary Range: \$135,000 - \$180,000 + Bonus + Commission

Friendly Co-Workers, Meaningful Work, and a job that you'll want to come to!