
Account Sales Executive – North America

Position Overview:

The Account Sales Executive (ASE) is the owner of developing account relationships and deployment of Circle Sales strategies to acquire new hospitals or clinical accounts and our existing base of business. Additionally, the ASE is responsible for deploying corporate resources for “solutions selling” to help our customers achieve their CMR/CCT/SHD/EP objectives through our comprehensive product platforms and service offerings. The environment you will work in is continuously developing and challenging, giving you the opportunity to work for an innovative and enthusiastic company with a clear strategy. Our standards for service are high and well known amongst our partners and customers.

General Responsibilities:

- Sales of Circle product suite – responsible for driving our key customer and platform strategies with decision makers and influencers
- Meet or exceed Annual Sales Targets
- Product Installation and application training in concert with the Clinical Application & Technical Support Specialists – coordinating and collaborating with our internal team to address customer and market requirements
- Establishing and managing customer relationships – enabling delivery of customer and Circle aligned solutions that result in sales execution to plan
- Establishing educational partnerships with training centers in territory
- Having Circle products used in important trials
- Acquire superb product knowledge and maintain a continuous loop of knowledge in CMR, CT, SHD, EP and Circle solutions
- Provide customer feedback to the development team – regional knowledge regarding trends in the market
- Documentation and management of customer contacts and negotiations within SFDC, our CRM
- Lead all advanced processes required, to ensure Circle establishment in territory
- Maintain customer’ satisfaction and collaboration with Circle by extending TAP agreements
- Suggest important educational/ commercial events in territory
- Keep customers up to date with new releases, features and products available

Required Skills/Experience:

- Medical industry and/or cardiovascular clinical experience
- Experience and exposure related to cardiovascular MRI, CT, EP and structural heart post-processing solutions is an asset
- Excellent communication skills
- Experience with Healthcare IT is a plus
- Pro-active, outgoing personality with excellent communication skills
- Customer friendly and problem solving oriented, representative and responsible
- Ability to work both in a team environment and independently
- Ability to travel ~ 40%
- Committed and shows initiative

About Circle Cardiovascular Imaging Inc.

Circle Cardiovascular Imaging Inc. develops world class, advanced reading and reporting solutions for cardiac imaging. Circle is a prominent company for the global cardiac imaging community bringing together an experienced and qualified team of over 150 people.

Circle's imaging platform, **cvi42**, is the best-in-class cardiovascular imaging reading and reporting solution for cardiac MR, cardiac CT, cardiac Interventional Planning and Electrophysiology. Annually, millions of cardiac exams - in over 1,000 hospitals and in more than 50 countries - are interpreted using **cvi42**, giving physicians the tools to accurately quantify and diagnose complex cardiovascular diseases whilst improving patient outcomes and the effective utilization of healthcare resources. Currently at version 5.11, **cvi42** fully embeds AI into one easy to use platform demonstrating capabilities within the same range as expert human readers.

How to apply:

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. While we thank all those who apply, however please note that we will only be contacting those selected for an interview. No phone calls or unsolicited agency referrals please

Please send your resume with cover letter to the attention of Human Resources at the following address:

Email: hr@circlecvi.com

Fax: +1 403 338 1895

Mail: **Circle Cardiovascular Imaging Inc.**

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Canada