

Clinical Sales Specialist

ASCEND is the expert in cardiology workflow. With over two decades of experience in Cardiovascular IT and a practicing cardiologist at our helm, ASCEND provides an unparalleled level of clinical “know how” in cardiology and IT. Our clinical reporting, device interfaces, and analytics are currently in daily use in many of the top institutions and hospital systems in North America.

DESCRIPTION

The Clinical Sales Specialist is responsible for presenting, demonstrating and matching our ASCEND technology solutions to prospective clients and customers, primarily in support of ASCEND’s multiple Reseller-Partner Sales organizations. The Clinical Sales Specialist will perform comprehensive and effective pre-sales support, by assisting in qualification of accounts, preparing and delivering solution-based product demonstrations, attending trade shows, and generally fostering productive relationships with Reseller-Partner Sales organizations. In addition, the Clinical Sales Specialist will work closely with the Professional Services and Sales team to ensure sustainable company and client success.

RESPONSIBILITIES

- Provide remote and on-site ASCEND product and workflow demonstrations at a level significantly higher than our Reseller-Partners’ demonstration staff at the direction of the V.P. of Sales and Marketing
- Implement programs designed to increase Reseller-Partner sales activity and improve Sales results
- Perform comprehensive presale workflow discovery and develop proposal/quote scope
- Support newer/less familiar Reseller-Partner sales teams with cardiovascular workflow evaluation, in order to ensure that projects are properly scoped and quoted, and that all ASCEND product opportunities are identified
- Assist with Quote/proposal preparation as required
- Foster productive relationships with Reseller-Partner Sales organizations by developing professional relationships with sales and demo staff

- Assist with partner sales training and contribute to partner specific marketing materials development
- Support Trade Shows
- Conduit for customer feedback and competitive intelligence to ASCEND Sales, Marketing, Product and Solution management
- Perform the above activities for direct sales as required
- Other duties as assigned

QUALIFICATIONS

- Bachelor's Degree required
- Minimum of two years of Sales support in healthcare industry preferred
- Cardiology workflow experience within the hospital setting or as a consultant or other industry professional
- Clinical experience in one or more cardiology procedure areas
- Applications training experience in healthcare preferred

WORK ENVIRONMENT

Work is performed at home with equipment and software supplied by the company. Web conferencing technologies are used for meetings and to deliver training; remote access technologies are used to perform product installation and troubleshooting. In some instances, will require travelling to customer sites to perform duties; as much as 50-75% travel may be required.

BENEFITS

- Competitive salary based on qualifications and experience, plus productivity incentives.
- Health insurance, 401(k), flexible spending account

HOW TO APPLY

We love meeting new people who share our same passions. If you think you might be a fit for the position, we want to hear from you. Email hr@ascendhit.com with the subject line "Applicant: Clinical Sales Specialist – [your name]". Please include your resume and a note to let us know why you'd be an excellent fit.

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