

## **Vice President of Sales (can be a remote based position)**

Due to the growth of our company, we are looking for a Vice President of Sales to lead and direct all sales and marketing activities and contribute towards the strategy, planning and operations of iN2L. This person is ultimately responsible for directing and delivering the sales results to achieve the revenue goals of the organization.

### **Responsibilities:**

Directly manages both the inside and outside sales team and all sales activities, including establishing forecasts and sales goals, monitoring activity and conducting team meetings.

Directly responsible for sales activity and results in key national and regional entities.

Creates, develops and directs the sales and marketing departments.

Define and articulate iN2L's brand and create strategies for increasing brand and product awareness.

Collaborate and provide direction to the Director of Marketing.

Contribute to the strategic planning and direction of the company.

Develop sales strategy and policies that ensure revenue and profitability goals are met.

Oversee and manage all large accounts, strategic accounts and potential partnership opportunities.

Develop and manage policies and metrics for ensuring and improving customer retention and monthly subscription rates.

### **Job Qualifications:**

College Degree

Excellent ability to organize, plan and delegate sales activities.

Three or more years supervising a national sales organization, including sales planning, inside sales, team development and management in a progressive healthcare software technology company.

At least 10 years combined experience selling in the following industries: Medical, Healthcare and/or Senior Care with at least five of those selling in Long-term Care.

Excellent communication and organizational skills.

Excellent problem solving and team building skills

Able to work independently and travel 75% of the time.

Ability to lift up to 35lbs and perform vertical movements from sitting to standing frequently.  
Also able to stand for extended periods of time.

Please send resume and cover letter to [Careers@iN2L.com](mailto:Careers@iN2L.com) to apply for this position.