

Strategic Account Manager, Groups, Education, & Government (GEG)

Isolite Systems, a rapidly growing, privately held Goleta based medical technology company is looking for a Strategic Account Manager to join our Commercial Team. Specializing in dentistry, Isolite Systems is the pioneer of innovative solutions that make the dental experience easier, faster and safer for dental professionals and their patients.

As a Strategic Account Manager, you will be responsible for building Isolite business within the Strategic Account/ GEG (Groups, Education, & Government) accounts within your assigned geography. This includes identifying account opportunities, engaging key personnel, developing programs/ presentations, conducting presentations & evaluations, negotiations, training/ educating, closing business relationships and/or partnerships, and provide follow ups support, as needed, within the strategic market/ GEG segments.

The Strategic Account Manager is accountable for achieving sales targets, profitability and marketing objectives within your area of responsibility while operating within the company policies/procedures, company values, and expense budget. Must possess the skills necessary to execute, plan, prioritize, coordinate and report on all sales-related activities. Responsibilities include:

- Identify industry & market trends and account opportunities using industry network, event & association involvement, publications, and announcements; tracking individual businesses and their accomplishments.
- Work with manager to develop and execute a business plan that aligns with strategic growth plan. Develop a list of focus GEG accounts/ partners and potential business opportunities. This should be for each GEG segment:
 1. Group Practices (Large DSO, Medium & Small Groups)
 2. Education – Dental Schools & Hygiene/ Dental Asst Programs
 3. Government – VA Hospitals, Military, IHS, Federal & State Gov, Community & Public Health Clinics. Etc.
 4. GPOs/ Dental Buying Groups
- Review potential business opportunities by analyzing revenue impact, deal requirements, and financials.
- Create and build presentations to represent Isolite Systems to potential partners.
- Close new business deals by coordinating requirements; developing and negotiating agreements (as necessary). Understanding organizational priorities.
- Develop and manage sales funnel & activity reports. Update management regularly on business development activities.

- Meet assigned targets for profitable sales volume and strategic objectives.
- Update and increase personal job knowledge regularly.
- As often as needed, provide updates/information and direction regarding new developments, competitive activity, new products or any other topics.

Candidates must understand the nature of a fast growth small company environment. Demands may lie outside the above-mentioned Duties and Responsibilities, therefore, flexibility is a must. The establishment of Isolite products in the market place will require long hours, persistence and creativity. A candidate must have experience in managing tasks with excellent skills in time management, reporting, expense control, servicing internal and external customers, and maintaining a focus on results and profitability.

Preferred Traits and Abilities:

- Ability to consistently achieve results to high personal and professional standards.
- A motivation for sales with excellent closing and prospecting skills.
- Ability to effectively present information and respond to questions from groups of top management, board of directors, clinical managers/ directors, controllers/ financial managers, associations, dental groups, customers and peers.
- Strong time management and organizational skills.
- Discipline to prioritize & manage workload/ schedule to maximize opportunities.
- Unwavering ethical conduct, exceptional work ethic, and solid self-image.
- Ability to work cross-functionally within an organization.
- Flexibility in a dynamically growing/evolving company.
- Strong ability to ask questions & probe to determine the key opportunities/ needs and develop a program to address them.
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, diagram or schedule form.
- Ability to develop sales/market strategies.

- Ability to understand industry & market trends.
- Ability to read, analyze and interpret common scientific and technical journals.
- Ability to work effectively with internal support personnel, exhibiting excellent teamwork skills.

Qualifications (Knowledge and Experience):

- 7+ years of experience in developing and executing successful business development strategies preferred
- 5+ years of experience of successfully working with Strategic (GEG) Accounts preferred.
- Proven success in achieving sales objectives and consistent history in establishing and maintaining excellent relationships required.
- Proven understanding of various sales strategies in order to capitalize on opportunities and competitive threats required.
- Strong analytical capability to understand deal profitability and problem solving. Familiarity with business financials, business risk analysis and opportunity required.
- Strong communication (verbal & written) and confident presentation skills required.
- Experience selling with a value-added and solution-oriented focus required.
- Experience developing and incorporating key messaging for customer-facing content required.
- Competence and familiarity with MS Office Suite, including Outlook, Word, and Excel required.
- Familiarity with using CRM and ERP systems preferred.
- GSA contract & ECAT experience desired.
- Bachelor's degree (B.A. or B.S.) in business or related healthcare field required. Advanced degree desired.

Isolite Systems designs innovative, ergonomically efficient products that help dental professionals work faster with less stress and fatigue. Our award-winning product has won numerous honors and the support of dentists nationwide. As we grow and expand our product offerings, we are seeking professional, enthusiastic, and self-motivated team players to be part of our dynamic team. We offer competitive salaries and benefits, and a great work environment.

Isolite Systems is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.

Isolite Systems is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at Isolite Systems via-email, the Internet or in any form and/or method without a valid written search agreement in place for this position will be deemed the sole property of Isolite Systems. No fee will be paid in the event the candidate is hired by Isolite Systems as a result of the referral or through other means.