



SUBTLE MEDICAL

Job Title: Head of OUS Sales

Location: Remote with Travel required

Employment Type: Full Time

About the Position:

Subtle is seeking Head of International Sales. Working in conjunction with the CCO and other members of the senior leadership team the position will propose and coordinate strategies for successful entry into new international markets/segments, coordinate closely with marketing on key product requirements, product launches, and build and maintain network of distributors, sales agents, and direct salespeople.

Primary Duties & Responsibilities:

- Identify key new geographic markets outside North America for the Subtle Medical suite of AI products
- Routinely work and travel with our distributors, sales agents, and OUS customers
- Through an in-depth understanding of user needs, provide analysis of opportunity size, pricing elasticity, barriers to entry, regulatory environment, reimbursement, and distribution networks, in place healthcare systems by market/segment etc.
- Develop and maintain professional, technical, and clinical knowledge of key Radiology procedures as they relate to current and planned future products
- Coordinate and participate in local and regional trade shows. As necessary, coordinate and participate in international trade shows and conferences
- Identify and monitor competitive trends in region; propose alternative sales strategies
- Build and implement an international sales strategy and distribution network working closely with existing partners and developing new ones as needed
- Routinely update manage the CRM database for sales region; maintain current sales activity database updates
- Work closely with our internal IT and Quality teams as needed to maintain compliance

Qualifications & Training:

- Bachelor's degree / MBA preferred
- Sales/Marketing experience in MRI and or PET imaging
- Proven ability to work closely with cross functional teams, meet sales goals and deadlines, drive/build sales teams, distribution partners and sales agents
- Proven ability in meeting or exceeding sales targets
- Ability to travel and routinely working with distributors, agents, partners and most importantly Subtle customers
- Strong technical and clinical capacity
- Excellent verbal and written skills
- Must be detail-oriented with an emphasis on accuracy and quality
- Able to manage own work and accomplish objectives through others without supervision.
- Excellent negotiation and presentation skills
- High level proficiency with G-Suite applications and CRM (Salesforce)

Travel: This position requires 50-60% routine travel throughout Europe and Latin America

Compensation: This position receives a base salary commensurate with experience, aggressive bonus plan and an attractive benefits package, including health, dental and vision benefits.