



Brownmed™

Improving life is our passion

Vice President – Sales

Responsibilities

1. Lead and manage a growing sales organization.
 - Hold all direct reports accountable through strong, fair, goal-oriented and people-oriented leadership abilities.
 - Develop sales plans and exceed sales goals for the global market.
 - Lead all sales staff, including Med-Surg, Retail, Consumer and International channels.
 - Build cohesive sales team that interacts effectively and achieves goals.
 - Manage all sales programs, customer inquiries, and customer service staff.
 - Travel to visit customers and attend tradeshow as needed.
 - Coordinate ongoing sales plans with Executive Team.
2. Prepare and control global sales forecasts & budgets.
 - Review performance of each channel manager at least monthly and implement improvements.
 - Modify expense budgets as needed to maintain company profitability.
 - Foster commitment among sales staff to achieve financial performance.
3. Identify new product & business opportunities.
 - Help sales staff understand and utilize methods of identifying opportunities for new products.
 - Communicate those opportunities and collaborate with the Strategy Team to refine ideas.
 - Provide feedback to Vice President of Business Development on the development of new products.
 - Provide marketplace insight to the Vice President of Marketing on packaging & collaterals.
4. Oversee the Brownmed office in Kansas City.
 - Foster unified understanding of and commitment to Brownmed policies among all employees.
 - Communicate issues of concern with appropriate members of the Executive Team.
5. Comply with all Brownmed policies and guidelines as outlined in the Employee Handbook.
6. Report to the President.

Qualifications

1. Bachelor's degree required, Master's preferred. Business degree preferred.
2. 7-10 years sales experience working with distributors, sales reps and retail chains.
3. Excellent communication skills (written/oral), and demonstrated skill managing professional staff.
4. 7-10 years prior experience in the health care or consumer packaged goods industry required.
5. Knowledge of ISO 9001, CE Mark and FDA preferred.
6. Excellent working knowledge of Salesforce preferred.

Characteristics of a Brownmed Employee

1. Works hard in teams with a positive desire to improve performance while having fun.
2. Receives feedback with an open mind to learn and improve.
3. Enjoys challenge and opportunity for discovery in a growing organization.
4. Embraces the spirit of community with a desire to make a difference.
5. Lives an active, healthy life with a commitment to others.

Location

Kansas City, MO

Compensation Package

Competitive salary and benefits package depending upon qualifications.

Please send Brownmed application, resume and cover letter materials via email to: HR@brownmed.com