



Regional Director of US Sales

AlayaCare

Position Details:

Location: USA

Position Reports to: VP, Sales

Division: Sales & Marketing

Department: Sales

As a result of exponential growth, AlayaCare a fast-growing SaaS-based end to end home care software company is seeking a highly seasoned salesperson to support our business as a Regional Director of Sales. We are seeking salespeople who have extensive experience selling into complex accounts in private duty home care companies, Medicaid oriented agencies, home healthcare/hospice and enterprise franchise-based home care providers. The individual must have the ability to sell subscription-based, data-oriented solutions into large accounts. The ability to prospect and initiate deals independently is a must. The Regional Director will also be supported by a strong technical team and an inside sales team focused on identifying new prospects and building a strong sales pipeline.

As part of the sales team, your responsibilities will include:

- Drive New Logo acquisition - a key part of this role is acquiring new customers through our direct sales and product-led growth (PLG) efforts in the enterprise.
- Meet and/or exceed monthly, quarterly, and annual enterprise sales targets.
- Document and maintain leading indicators of sales success and trailing data points of client success within our CRM system.
- Partner directly with SDR's and Marketing to create new opportunities and maintain an appropriate sales funnel.
- Research target prospects and manage the end-to-end sales cycle from initial outreach to close.
- Manage RFIs and RFPs and the bid teams.
- Develop creative approaches to cultivate partnerships within the healthcare industry with a focus on home care.
- Effectively present the product solution and value proposition to customers through presentations and detailed product demos.
- Leverage industry and technology knowledge to collaboratively plan and create unique solutions that solve client pain points.
- Work closely with the Client Success team to ensure all clients have a seamless onboarding experience.



What we're looking for:

- Bachelor's degree in business, commerce, or a related field; supplementary post-secondary education would be considered an asset
- 3+ years of post-acute software healthcare experience preferably selling a SaaS solution.
- 8+years of documented sales experience in a subscription-based sales environment.
- 8+ years' experience selling software technology to companies at least \$5 Million or greater companies.
- Ability to travel (up to 40%)
- Provide software demonstrations to prospective customers.
- Strong problem solving and analytical skills.
- Well-developed interpersonal skills with an ability to get along with diverse personalities.
- Solid understanding of home care and home health ecosystem (Medicare, Medicaid, PEDS, Home Infusion and private duty markets)

Benefits of joining AlayaCare:

- RSUs (Restricted Stock Units) in a well-funded, growing company
- Flexible SuperFlex working model permitting employees to work *where they work best*
- Flexible vacation policy
- Virtual and in-person fun corporate events and team building activities
- Career progression
- Benefits package
- Employee health, wellness, and productivity expense allowance

If this sounds like the perfect job for you, apply today. As well as joining a great culture and a market leading company, you will be part of a team making a positive difference in the community of home care. If this isn't the job for you, you may know someone who is a perfect fit. Please feel free to share this opportunity.

If you want to explore AlayaCare further, please visit our website www.alayacare.com.

