



Semler Scientific, Inc. ([www.semlescscientific.com](http://www.semlescscientific.com)) is an emerging medical risk-assessment company whose diagnostic and testing products and services help to guide patient care and close the gap between cost of care and compensation for care, collaborating with top health care providers and health plans.

### **Regional Account Manager Northeast -Massachusetts**

The Regional Account Manager is responsible for sales and support of Semler Scientific technologies and services at prospective, new and current customer sites, including clinics, physician offices, medical centers and hospitals.

#### **Key Duties & Responsibilities**

- Collaborate with Sales Management on annual and quarterly territory business objectives, including the efficient identification and qualification of potential new customers
- Network with current customers and industry contacts to identify new prospects or expand market intelligence on current prospects
- Communicate Semler Scientific's competitive edge to enhance sales and convert competitive accounts
- Develop new prospects and profiles, managed care provider organizations, and other suitable environments for PAD testing
- Follow up on assigned leads as well as develop new leads
- Develop reference product champions able to speak to prospective and current customers and share positive metrics
- Demonstrate clinical and technical proficiency with Semler Scientific products, including troubleshooting issues that impact product performance and/or customer expectations
- Deliver effective training and support consistent with company established protocols, with timely follow-up to confirm compliance with instructions
- Demonstrate clinical competency related to peripheral vascular disease, relevant testing modalities, (ABI, Duplex, etc.) and the ability to discuss with all levels of clinicians
- Meet with new and existing customers to identify goals and constraints related to patient care and work flow, assess and support site culture with appropriate resources
- Develop relationships with stakeholders at all levels (staff, physicians, vendors) to improve information sharing and identify product champions/decision influencers that will protect ongoing utilization and/or facilitate future sales
- Proactively identify, clarify, evaluate and acknowledge customer needs and concerns regarding products and service by making pre-arranged site visits or Teamviewer sessions, speaking with users, site managers and providers, reviewing utilization and asking probing questions to determine if expectations are being met
- Identify and implement strategies to minimize attrition in at risk accounts

- Manage software upgrade implementations, with consideration given to site specific clinical, operational and data security objectives

### **Skills & Experience**

- 6+ years of experience in a healthcare field related to Semler Scientific products or in the medical device industry as a Clinical specialist or equivalent with strong sales experience in the healthcare or medical device industry
- 3+ years' experience as RVT, RDCS, Cardiovascular Nurse or CardiovascularTech
- Bachelor's degree or equivalent preferably in a health field
- Ability to work independently; closing new leads and follow up on existing leads
- Excellent interpersonal and customer service/patient relations skills
- Strong written and verbal communication capabilities
- Must have a valid driver's license and proof of insurance
- Computer proficient with Microsoft Office including Microsoft Word, Excel and PowerPoint
- Significant experience in negotiating and closing new business and/or budgeting
- Outstanding planning and organization skills
- Strong analytical problem-solving skills and computer aptitude
- Familiar with a variety of concepts, practices, and procedures related to field sales
- Team player
- May require up to 80% travel with designated region: local, out-of-town, overnight travel within the domestic US.

Resumes may be submitted to [careers@semilerscientific.com](mailto:careers@semilerscientific.com)

Semler Scientific is an Equal Opportunity Employer M/F/D/V