

## **Vice President of Sales, North America** **Aesthetic Solutions**

### **Job Descriptions:**

The Vice President Sales, North America will be responsible for driving the Commercial activities of Quantificare in the all the Aesthetic markets in North America, specifically the Skin Rejuvenation, Head and Neck, Breast, Body and Non-Surgical Procedures market segments. This individual will have a close working relationship with the global executive team in contributing to the strategic and tactical success of the business. This will include improving sales growth through growing the brand and prospecting for new clients while maintaining strong relationships with the current client base. This person and his/her team will also work closely with the product teams in providing input to continually improve and build upon the existing product set.

This is a great opportunity for an entrepreneurial sales executive to capitalize on a strong brand and product base to build and scale a high performing team.

### **Specific Responsibilities**

- Execute the commercial plan in North America and deliver the sales objectives that will be jointly defined with the Leadership Team
- Foster a culture of sales excellence across all aspects of the sales cycle from prospecting to sales closure.
- Enhance relationships with current and future clients, all Medical Aesthetician, Aesthetic surgeons, Nurses, Dermatologists to sell Quantificare solutions in a consultative and procedure-centric manner.
- Fine-tune the sales process to make it segment relevant. That will include collaborating with upstream and downstream marketing teams to generate procedure-centric and Segment-centric rationale and economic/ROI relevant collaterals.
- Optimize Backstop Solutions Group's existing investment in sales force automation to profile sub-sectors, accounts, and contacts.
- Create a high-performing sales team. Instigate thorough talent and performance management processes. Hire and retain industry leading sales Reps.
- Secure that all the sale funnel in North America is tracked and measured through the corporate CRM system.
- Lead Demand Creation Activities with the support of the downstream North America Marketing Team



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EIN 20 - 1461815

## **Required Experience**

The successful candidate will focus on driving the sales objective for the business. She/ He will report to the North America Chief Executive Officer and work closely with the executive team to articulate the sales, business development, marketing and client strategy in North America

The Vice President, North America Sales will display competency and expertise, in each of the following:

- Knowledge of the Aesthetic / Cosmetic industry domain: Demonstrated by a multi-year track record of selling solutions to Medical Aesthetician, Aesthetic surgeons, Nurses, Dermatologists
- Proven experience in mapping and executing a consultative sales process in the Cosmetic industry, with a focus on selling clinical value related aesthetic-centric procedures, workflows and practices.
- Experience leading sales transformation: Proven experience of transforming a sales organization through the use of strategy, planning, management and analytical techniques.
- Proven experience in coaching and developing Sales Reps.

**Unsolicited resumes from third party recruiters will not be considered and will be property of Quantificare. Quantificare will not pay a placement fee for unsolicited resumes.**

Quantificare has retained MedNest, Princeton, USA to lead this recruitment.

Interested candidates should e-mail MedNest at

[careers@mednest.com](mailto:careers@mednest.com)



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