

Area Vice President of Sales, East & West

Location: Remote

Department: Sales

Reports to: CEO

About Elevate Health Technologies:

[Elevate Health Technologies](#) is committed to making healthcare better for everyone. We collaborate with healthcare providers, patients, pharmaceutical manufacturers, and payors to deliver innovative technologies that truly make a difference. OnePulse Connect empowers healthcare practices by optimizing efficiency and streamlining care —whether through buy-and-bill management, inventory tracking, In-Office Dispensing (MID) or In-Office Infusion (IOI) solutions.

Position Summary

Responsible for driving revenue growth across their sales team and within their assigned territory. This role blends direct selling responsibilities with leadership oversight, managing a team of sales representatives while actively building strategic relationships with C suite executives. The AVP of Sales will lead, by example as a top-performing sales professional, consistently delivering results and elevating team performance.

Key Responsibilities

Strategic Program Leadership

- Directly sell company solutions within the assigned East or West territory, maintaining an active pipeline and consistently achieving personal sales targets.
- Lead, coach, and mentor regional sales representatives to meet and exceed team quotas.
- Develop and execute regional sales strategies that align with overall organizational objectives.
- Utilize MID and IOI program selling expertise to position offerings effectively across customer segments.
- Establish a strong presence within the region, build deep relationships and increase brand visibility.

Goals

- Meet or exceed quarterly and annual revenue goals for West and East
- Meet or exceed sales KPIs quarterly
- Ensure all sales representatives maintain updated CRM pipeline activity.
- Implement structured coaching and develop plans for each sales representative.
- Expand sales team targets from Rheumatology to GI, Neurology and Oncology.
- Meet or exceed prescriber growth metrics within the region.

Engagement & Strategic Selling

- Engage with C-level executives and senior leaders to present revenue segment solutions and demonstrate value aligned with organizational goals.
- Manage long sales cycles, navigate complex decision-making structures, and drive deals to closure.
- Act as a trusted advisor to key accounts, identifying growth opportunities and expanding relationships.

Performance Management

- Monitor key performance indicators (KPIs) and metrics, ensuring consistent reporting on team and individual performance.
- Conduct regular pipeline reviews and forecast accuracy assessments.
- Provide coaching focused on skill development, strategic deal management, and performance excellence.

Team Leadership

- Lead, mentor, and develop the sales team
- Foster a culture of continuous improvement and sales excellence
- Provide coaching and professional development opportunities

Required Experience

- 5+ years of proven sales experience, with demonstrated success in achieving and exceeding revenue goals.
- Preferred experience selling IOI, MID, or other Physician Revenue segments.
- Sales management experience overseeing and developing high-performing sales teams.

Core Competencies

- Strong collaboration and teamwork skills
- Strategic thinking and sales acumen
- Exceptional leadership and people management
- Strong communication and presentation skills
- Problem-solving and critical thinking abilities
- Financial management and budget oversight