**Regional Director Job Posting**

**Locations:** Central or North Florida

**Introduction**

Life Systems International (LSI) is looking for a Regional Director to join our growing team. LSI leads the way in providing time-saving cardiopulmonary solutions with an unmatched team of industry advocates. At LSI, we are dedicated to improving lives.

**Overview**

The Regional Director is responsible for sales consulting of LSI patient monitoring equipment to hospitals, wellness centers, research facilities, and medical institutions. Specifically, the Regional Director is directly responsible for the annual financial, customer retention, and market share goals developed in conjunction with the Corporate office.

**Primary Duties**

* Develop and execute an annual business plan that is aligned with Corporate’s goals and strategies
* Build LSI brand awareness by traveling within the region to meet with current and prospective customers
* Maintain a well-rounded understanding of the region’s market trends and competitors’ position
* Promote continuous long-term relationships between LSI and industry professionals
* Lead regional implementations in a project management capacity
* Lead assigned regional team of LSI employees
* Meet or exceed quarterly and annual sales goals and engagements
* Provide presentations on LSI products and services
* Preparation and delivery of sales presentations, quotations s and correspondence
* Convey an in-depth understanding of LSI products and services
* Oversee regional CRM with accurate and timely information
* Participate and lead conference calls pertaining to LSI products and services
* Participate in tradeshows, conferences, industry events, and other networking opportunities
* Lead regional prospecting for new facilities and opportunities
* Promote LSI products and services to both current and non-LSI customers
* Create mutually beneficial relationships with LSI customers and hospital leadership
* Assessing customer’s needs to find a scalable solution to fit their patient-care process
* Lead the LSI ownership experience to strive for 100% customer satisfaction
* Implement LSI product at customer’s facilities as needed
* Assist local IT, Biomedical Engineering and Hospital Project Managers
* Provide clinical best practices and training to improve the patient-care process
* Consult with customers on workflow and make suggested improvements when warranted

**Required Experience & Qualifications**

* Minimum of 3 – 5 years of supervisor, coordinator, or director-level work in a Cardiopulmonary setting
* Bachelor’s or Master’s degree from an accredited college or university in Exercise Physiology, Nursing, or a related field
* 3+ years of interaction with hospital administration
* Competency in Cardiopulmonary Rehabilitation industry topics
* 3+ years of experience managing a team of employees and project management
* Professional certifications preferred (CCRP, RCEP, CES, etc.)
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**Benefits**: Medical, Dental, Vision, 401K, ST & LT Disability.