

Position Title: Therapy Consultant

Department: Sales

Reports to: Regional Sales Manager

The position is responsible to implement sales strategies that generate new business within assigned territories in the post-acute market. Incumbents will identify new clients, generate leads, qualify prospects, and monitor and evaluate the patient healing process throughout the care episode.

Requirements:

- Proven sales experience with track record of meeting or exceeding sales goals.
- Familiarity with managing large territories, researching market competition, implementing sales strategies and pipeline management.
- Excellence in verbal, written and presentation skills.
- Self-motivated with a passion for helping people with chronic disease achieve positive clinical outcomes.

Responsibilities Include:

- Able to learn multiple product lines to become an expert of Ethos[™] Therapy Solution products, their application and benefit to patient healing.
- Maintain an on-going relationship with healthcare providers, caregivers, and clinicians to introduce, promote, and increase the sales of Ethos products throughout the post-acute environment including home health, wound care centers, hospital case management and extended care facilities.
- Provide education to clinicians, patients, and caregivers on support surface selection, wound assessment and staging, therapy expectations and compliance. Provide formal presentations and in-services that detail the clinical and/or financial benefits of Ethos Therapy Solutions' product portfolio.
- Help assess patient needs to align therapy surface to clinical goals.
- Coordinate with the health care facility, provider, and Ethos support staff to arrange for a successful transition to Ethos products.
- Work with Ethos support staff and referring healthcare professionals to ensure customers' needs are fully met. Assists, within Medicare or payor guidelines, with the collection and dissemination of information or documentation provided by referral sources to ensure timely placement of prescribed products.
- Collaborate and engage with health care teams throughout the care episode. Initiate monthly reviews with clinical teams to help advance treatment outcomes.
- Completes all required corporate, employment, compliance and departmental training as requested.

Skills:

- Excellent assessment, clinical, and customer service skills essential for this position
- Demonstrates strong knowledge of the parameters of clinical product application in the domain of wound management.
- Ability to communicate proficiently, both technical and clinical aspects to customers.
- Ability to prioritize and plan independently to meet the goals of the company and attain customer satisfaction/loyalty

Experience and Education:

Minimum BA/BS degree. A bachelor's degree of Science in Clinical Studies or related field preferred. Minimum five years business or business selling in the home health or extended care industries or equivalent clinical experience. RN, LPN or strong experience in wound care a plus

Physical Requirements:

Ability to travel extensively by car or commercial flight as needed Ability to travel overnight

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Date: _____

Employee Name: _____

Employee Signature: _____