

# Australia Jobs Expertini®

## Key Account Manager - Wholesale Sales Team, VIC/SA

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Company: ResMed

Location: Australia

Category: other-general

Do you have expertise in Sales & Account Management and passion for patient access to treatment? Are you enthusiastic about changing people's lives by applying your expertise to impact the Australian sleep health network in a company that drives innovation and is a leader in its field? Then ResMed might be the place for you have been looking for!

The Wholesale Sales team is seeking applications from a customer focused professional with excellent communication and presentation skills to join our high performing ANZ Sales Team, supporting our partners in Victoria and South Australia.

Are you ready to take the next step in your sales and account management career?

### **Let's talk about the team:**

The Wholesale Sales Team is part of ResMed's Australian commercial business responsible for the management of ResMed's amazing Authorised Dealers (RAD) and referral network. We work closely with our partners and are passionate about sleep, helping people from all walks of life live a better life one night's sleep at a time.

### **Let's talk about responsibilities:**

The Key Account Manager role can be based in Victoria or South Australia and will build and maintain strong professional relationships with key customers and healthcare professionals to help drive improved patient outcomes. The role will develop, sustain and nurture ResMed Business 4 Business solutions and services with assigned ResMed

Authorized Dealers (RAD) within the region. This is a field-based role and will be accountable for meeting and exceeding sales and market share targets to satisfy our customers' needs in a defined territory.

This role would suit a motivated, customer and solution focused individual looking to take the next step in their sales career with a global organization. The role requires regular travel to locations across Victoria and South Australia.

**The responsibilities will include but are not limited to:**

Meet defined sales budgets via the application of strategic selling methodologies delivering value for RAD partner network using the latest and most validated selling and key account management principles.

Demonstrate clinical expertise in your specialty area with a strong understanding of the factors that impact, shape & influence the sleep healthcare ecosystem.

Maintain a high level of ResMed product, services, and solutions knowledge, being the subject matter expert with employees of select ResMed Authorized Dealers (RAD), Sleep Labs and associated Sleep & Respiratory Care professionals.

Implement promotional activities and marketing initiatives to achieve optimal sales performance for your territory.

Manage and grow relationships with key accounts within the Sleep Healthcare portfolio, being responsible for potential new account development through account conversions and/or expansions of existing accounts within an established geographical region.

Drive optimization of patient conversation pathways throughout the network

Plans and executes sales strategies within assigned territory to grow revenue and solutions adoption.

Update and maintain a comprehensive record of sleep physician association to different organisations, lab networks and partner association.

Daily use and accurate up to date record keeping on ResMed CRM and sharing platforms (Salesforce, Tableau)

Drive continuous improvements in Obstructive Sleep Apnoea diagnostic & screening pathways within assigned RAD partner network.

Identify and understand customer needs, challenges, and opportunities and develop tailored solutions to meet those requirements.

Collaborate with cross-functional teams to ensure seamless delivery of services and exceed customer expectations.

Drive business growth by proactively identifying new business opportunities and expanding the portfolio through effective account management and upselling.

Stay up to date with industry trends, regulations, and developments related to Sleep & Respiratory care sector.

**Let's talk about you:**

You will be reporting to the National Sales Manager - Wholesales Sales and will be working remotely within a dynamic commercial environment.

You must possess excellent communication and organizational skills with the ability to coordinate multiple activities for numerous accounts. To be considered for this role you will be based in VIC and have an appropriate level of qualification, coupled with a proven track record in achieving sales targets, product launch experience and a strong understanding of account management. You will excel in relationship building with both internal and external stakeholders, having exceptional communication, and influencing skills.

If you feel this could be the right next step for you, we would be delighted to engage with your application.

**To succeed in this role, you will have the following qualifications and experience:**

Bachelor's degree in business/Commerce, Science, Healthcare, or a related discipline

Ability to train and influence effectively within a clinical environment.

Exceptional ability to identify, nurture and influence internal stakeholders to the benefit of wholesale outcomes and wholesale partners.

Proven experience as a Key Account Manager or Sales professional, preferably within the

healthcare or medical devices industry.

Strong problem-solving and analytical abilities, with a track record of identifying and delivering innovative solutions to customers.

Self-motivated, hungry for results, and eager to exceed targets and expectations.

Ability to work independently, manage multiple priorities, and thrive in a fast-paced, dynamic environment.

Flexibility to travel as required.

### **Benefits**

ResMed offers flexible/hybrid work arrangement options, and every new hire gets a ResMed SWAG pack prior joining! We also offer benefits such as Employee Stock Purchase Plan (ESPP), Employee Assistance Program (EAP), 20 weeks Paid Parental leave, 2-day Volunteer leave and Carers leave, and many more!

#LI-ALA

#Hybrid

Joining us is more than saying “yes” to making the world a healthier place. It’s discovering a career that’s challenging, supportive and inspiring. Where a culture driven by excellence helps you not only meet your goals, but also create new ones. We focus on creating a diverse and inclusive culture, encouraging individual expression in the workplace and thrive on the innovative ideas this generates. If this sounds like the workplace for you, apply now! We commit to respond to every applicant.

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