

Sr Partnerships Manager Fertility

Description

We are seeking a dynamic and results-driven Partnerships Manager specializing in fertility sales to join our team. The Partnership Manager will be responsible for developing and managing strategic partnerships with fertility clinics, healthcare providers, and other key stakeholders to drive sales and increase market share. This role requires a combination of sales expertise, relationship-building skills, and industry knowledge to effectively promote our products and services. Accelerate Your Career as You Develop and Implement Sales Strategies: Design and execute sales strategies to achieve revenue targets and maximize market penetration within the fertility industry. Build and Manage Partnerships: Identify, establish, and nurture relationships with fertility clinics, reproductive endocrinologists, OB/GYNs, and other healthcare professionals to drive referrals and sales. Product Promotion and Training: Educate partners on our products, services, and treatment protocols through presentations, training sessions, and marketing materials to ensure effective promotion and utilization. Sales Pipeline Management: Manage the sales pipeline, including lead generation, qualification, and conversion, utilizing CRM tools to track progress and forecast sales performance. Market Analysis and Insights: Stay informed about market trends, competitor activities, and industry developments to identify opportunities for growth and differentiation. Collaboration and Cross-functional Support: Work closely with marketing, medical affairs, and customer support teams to develop promotional materials, resolve customer issues, and optimize customer experience. Attend Conferences and Events: Represent the company at industry conferences, trade shows, and networking events to enhance visibility, build relationships, and generate leads. Achieve Sales Targets: Meet or exceed monthly, quarterly, and annual sales targets while adhering to company policies and procedures. A Bit About You Minimum Qualifications: Bachelor's degree in business, marketing, life sciences, or related field; advanced degree preferred. Proven track record of success in sales, preferably within the fertility or healthcare industry. Strong understanding of fertility treatments, procedures, and patient pathways. Excellent communication, presentation, and negotiation skills. Ability to build and maintain relationships with key stakeholders at all levels. Self-motivated with a high degree of initiative and ability to work independently. Proficiency in CRM software and Microsoft Office Suite. Willingness to travel as needed. Preferred Qualifications: Experience in Assisted Reproductive Technology (ART): Prior experience working in the field of assisted reproductive technology, including knowledge of in vitro fertilization (IVF), intrauterine insemination (IUI), and other fertility treatments, is highly desirable. Existing Network in the Fertility Industry: Demonstrated relationships and connections within the fertility industry, including partnerships with fertility clinics, reproductive specialists, and other key stakeholders, would be advantageous. Experience with Consultative Selling: Experience in consultative selling methodologies, particularly within the healthcare or medical device sector, where understanding customer needs and providing tailored solutions are critical to success. Advanced Clinical or Scientific Background: Candidates with a background in nursing, embryology, reproductive endocrinology, or related clinical or scientific fields may possess deeper insights into fertility treatments and be better equipped to engage with healthcare professionals on technical aspects. Additional Physical Job Requirements Reading English, comprehending, and following simple oral and written instructions. Communicating with others to exchange information. Assessing the accuracy, neatness and thoroughness of the work assigned. Expressing or exchanging ideas by means of the spoken word; those activities where detailed or important spoken instructions must be conveyed to other workers accurately, loudly, or quickly. Perceiving the nature of sounds at normal speaking levels with or without

Hiring organization

Alto Pharmacy

Job Location

Houston, Texas, United States

Base Salary

\$ 80000 - \$ 115000

Date posted

June 6, 2024

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correction, and having the ability to receive detailed information through oral communication, and making fine discriminations in sound. Environmental Conditions: occasional exposure to low temperatures or high temperatures, outdoor elements such as precipitation and wind, and noisy environments. Physical Activities: Occasionally ascending or descending stairs, ramps and the like. Moving about to accomplish tasks and/or moving from one worksite to another. Adjusting or moving objects up to 20 pounds in all directions. Operating motor vehicles. Occasional sedentary work that primarily involves sitting/standing. Salary and Benefits Salary Range: \$148,000 – \$185,000 Commission Eligible: Yes – \$63,429 – \$79,286 Equity Eligible: Yes Travel: Yes – Required up to 50% of the time Location Requirement: Employment at Alto is limited to individuals residing in the following states: Washington, California, Nevada, Colorado, Texas, Florida, Pennsylvania, Maryland and New York. Employment Requirement: Applicants must be authorized to work for any employer in the U.S. At this time, Alto is unable to sponsor or take over sponsorship of an employment Visa. Benefits: Full-time: Medical, Dental, Vision, 401(k), Group Life, AD&D, Employer paid STD/LTD, generous PTO and parental leave. Application deadline June 30, 2024 #LI-RemotePlease mention the word ****FELICITY**** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com