

Vice President – Sales

Founded in 1968, Oriel STAT A MATRIX is a leading global organization providing consulting and training services to the Regulatory Affairs and Quality Assurance functions within the Life Science industry. We are proud of our focus on client outcomes: we achieve superior client results because we select from a pool of highly skilled, specialized, commercially minded Quality System and Regulatory Affairs employees and a set of Affiliate consultants with exceptional skills in specific areas. Together, our team can execute best-in-class advisory, audit, consulting and training services in the medical/in-vitro device market. We are looking for individuals who possess a level of skills, attributes and talents commensurate with our brand.

The growing environment for medical/in-vitro device quality and regulatory affairs support services means we are currently seeking to add key senior sales roles in our Life Science practices. We are looking for individuals who possess a level of skills and talents commensurate with our brand and a strong ability to uncover significant opportunities in our target market.

Position Description

The Vice President - Sales will interact with mid-senior levels of a client's organization, including but not limited to executive management, regulatory and quality management leaders and high-level technical specialists. This interaction is imperative for understanding the client's true needs as they relate to regulatory requirements, and organizational goals. This role will also be required to work closely with Oriel STAT A MATRIX Principal Consultants to develop and define detailed sales proposals that outline how we intend to solve client problems. Facilitating regular project update meetings with client and Principal Consultants ensures project outcomes are delivered as expected by the client.

Position Responsibilities

In this role results will be accomplished by:

Engagement Sales

- Personal establishment of self as a confident, competent trusted advisor in the minds of senior clients .
- Capable of developing systematic contact and visiting routines that match how each client wishes to be contacted while leading to a regular stream of new business.
- Early identification of risks in closing or delivering a project and working with the wider team to mitigate those risks.
- Fully competent in building a trusted network of key relationships that complement sales efforts, indirectly and directly with target clients.
- Attendance at key industry events that gain credibility for self and the company.

Engagement Support

- Constant contact with the client to make sure projects in place are delivering to expectations and swift resolution of any issues by working with the delivery team.
- Facilitation of regular updates with clients and the technical team to assess progress, while listening for new opportunities.
- Taking complete responsibility for a client relationship so the technical team can focus on delivery .
- Gaining up-to-the-minute knowledge of the industry/regulations country by country and sharing these with clients and potential clients to demonstrate we look ahead and advise accordingly.

Leadership

- Translate client needs into relevant deliverables that leverage the firms' broad platform of services.
- Develop and implement strategic and tactical account plans.
- Operate with gravitas and gain the confidence of each client
- Ensure development and coaching of all team members to deliver against expected outcomes
- Provide insight on current trends in the life sciences sector and identify how our service offerings can be augmented and updated to address these trends.

Person Description

- Confident personality and competent in getting ideas across to others effectively, verbally and written
- Demonstrates ability to work in a team environment, especially when operating remotely
- Passion for patient safety through selling appropriate and necessary services to our target clients
- Respects the contribution of all colleagues and facilitates consensus on tough issues
- Demonstrates systematic consistent and determined management of an effective sales process

Basic Qualifications

- Bachelor's degree in Engineering, Science, or life sciences related field
- Evidence of strong sales performance in a complex, regulated environment
- Strong experiential knowledge in medical / in-vitro device manufacturing and regulation

Industry Requirements

- Experience selling complex solutions into the life sciences industry
- Experience with medical device or in-vitro device manufacturing, interpretation and application of codes, regulations, and standards, GMP
- Experience with quality systems planning and implementation, design control and process validation
- Experience with submissions, remediation, clinical evaluation, post market surveillance, risk management
- Experience with FDA 21 CFR Part 803, FDA 21 CFR 11, & FDA 21CFR Part 820 and/or relevant EU Directives
- Experience with software as medical device and combination products

Travel

Ability to travel extensively domestically (50% - 75%). Occasional international travel may be required.

To Apply

Email your resume and a cover letter to hr.tech@orielstat.com.

Please place "Job Code: VPBD" in the subject line.

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