

VigiLanz-Director of Channel Management Job Description

Vigilanz Corporation has an exciting new position as a Director of Channel Management. This position is 100% remote. This Director of Channel Management is responsible for the development, management and execution of VigiLanz's channel partner strategy, in order to build the pipeline of our Surveillance and Event Reporting solutions and Data Channel relationships.

Responsibilities

- Sets short- and long-term channel strategies to impact Bookings and Revenue goals.
- Develops relationships and structures partnerships with channel partners
- Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship
- Coordinates development of sales and marketing materials required for channel partners to be successful
- Promotes VigiLanz within channel organizations
- Trains sales resources within channel and attends client meetings with them where required
- Directs leads developed within the channel to the appropriate sales person within VigiLanz
- Participates in VigiLanz Data committee meetings and sales discussions as needed
- Manages potential channel conflict with other sales channels
- Recommends product or service enhancements to improve customer satisfaction and sales growth.
- Evaluates effectiveness of partner programs and measures against agreed performance

Knowledge/Skills/Abilities/Background

- Bachelor's Degree
- Ability to negotiate and structure mutual partnerships
- Solid Coaching and Leadership skills
- Excellent verbal and written communication skills
- Ability to establish and maintain positive and effective work relationships with sales channels, coworkers, clients, providers and other customers
- 3-5 years' experience developing or managing healthcare data channel relationships
- Travel as needed

About VigiLanz:

Founded in 2001, VigiLanz is a privately held, rapidly growing provider of SaaS-based clinical surveillance, safety, quality, and risk solutions. The firm is focused on transforming clinical work flow and the delivery of quality care by aggregating disparate EHR transactional workflow and documentation data across a health system's enterprise to identify real-time clinical issues that avoid or minimize harm, optimize clinical outcomes, and support preventive care. VigiLanz is a clinical partner to a large and growing community of hospital CMOs, CMIOs, CIOs, quality and safety teams, infectious disease and control specialists, pharmacists, and other clinicians dedicated to innovative, real-time inpatient care.

Applicants who have the required experience, please submit your resume to:

Peggy Prideaux

Human Resources

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