



QHR Software Inc., a QHR Technologies Inc. company, is looking for a:

### **Director of Sales and Marketing - Kelowna**

QHR Software Inc. is a wholly owned subsidiary of QHR Technologies Inc. and is based in Kelowna, BC.

#### **Position Summary:**

QHR Software Inc. is looking for a Director of Sales and Marketing with strong business acumen, to join a leading developer of Canadian healthcare management software team. Reporting to the Chief Operating Officer, the Director of Sales and Marketing will be responsible for attaining sales revenue and profit targets through effective leadership, execution of strategic account planning and sales performance management.

To learn more about us, please visit our website at [www.QHRSoftware.com](http://www.QHRSoftware.com).

#### **Essential Functions:**

- Effectively lead and manage a small sales team to drive sales and deliver revenue growth, profitability, customer satisfaction and other assigned success metrics.
- Develop and meet annual and quarterly sales budgets.
- Develop and implement strategic sales plans and sales management processes to best meet the needs of the customer and Company.
- Work with internal teams to arrive at best solutions for customers.
- Work with Product Management to identify partnerships and to execute and leverage these partnerships.
- Motivate and manage sales team and determine appropriate sales coverage and team mix.
- Effectively manage strategic customer accounts to increase revenue and ensure client reference ability.
- Apply structured and disciplined approach to tracking sales activities, leads and results.
- Maintain accurate and up-to-date pipeline and sales forecast.
- Develop and maintain strong relationships with key decision makers within QHR's current and prospective opportunities.
- Articulate QHR value proposition through effective presentations to "C" level audiences at client organizations.
- Additional tasks, responsibilities, and special projects assigned from time to time.

**Qualifications:**

- Business degree required.
- Proven experience leading and managing a successful sales team in a multi-location organization employing strong customer service practices and achieving revenue/profit objectives.
- Several years' history of sales success in Healthcare Software sales.
- Experience in the Canadian healthcare environment.
- Experience in senior leadership role in software and service sales.
- Experience in developing and delivering on a strategic sales plan for an emerging software company.
- Demonstrated sales successes in complex markets, selling high value products or solutions.
- Maturity, diplomacy and a high degree of professionalism are required.

**Total Rewards:**

We offer a competitive compensation package with flexible benefits.

**Please email your resume in Word or PDF format to [lbarrett@qhrtechnologies.com](mailto:lbarrett@qhrtechnologies.com)**

*Thanks to all those that apply. Only those chosen for an interview will be contacted.*

QHR Technologies Inc. has a vision of being a Top 100 Technology Company and a Top 100 Employer. Our results and culture all point to personal growth, opportunities and success. QHR Software Inc. is a wholly owned subsidiary of QHR Technologies Inc., a publicly listed company (TSX-V:QHR). QHR Technologies was recently recognized by the 2010 Branham 300 list in the 'Top 5 Pure Play Healthcare Companies' list, the 'Top 10 Growth Companies' and the 'Top 20 Movers and Shakers' list as well as listed on the 'TSX Venture Exchange Top 50' list. As well, QHR Technologies was recently named as a finalist in B.C.'s 'Technology Impact Awards (TIA's)' in the category of 'Emerging Company of the Year' for its outstanding performance as a technology enterprise. The TIA's recognize British Columbia's most innovative and dynamic technology companies. QHR Technologies Inc. has focused on the business development of promising Canadian technologies to meet the needs of emerging or under-developed markets. This strategy has generated profitable revenues, while earnings have allowed QHR to prosper and grow on behalf of shareholders. Capitalizing on its management expertise, QHR continues to source new markets and technologies through mergers or acquisition. For further information on QHR Technologies, please visit our website at: [www.QHRTechnologies.com](http://www.QHRTechnologies.com).