



Position Posting - Sales Director

[Modulim](#) is a [venture-backed medical device company](#) that is solving the problem of preventable yet devastating limb complications that occur due to diabetes, peripheral arterial disease, and kidney disease. Originally spun out of the [Beckman Laser Institute at the University of California, Irvine](#), our team consists of some of the [leading experts](#) in biomedical photonics, digital health, and medical devices. If you are looking for an opportunity to be part of a dynamic environment and a growing team that is [changing healthcare](#) - this is the place for you.

Optimal profile

This role comes at a particularly exciting time of our growth, as we team up with clinicians across the U.S. to address an underserved clinical need in patients with chronic kidney disease with an innovative [reimbursable technology](#) – Clarifi Imaging System. This is a high-profile role focused on leading the effort to establish limb preservation programs in the renal market using our turn-key solution for early detection and management of patients at risk for amputations. This is an exciting opportunity to influence the overall success and growth of the company.

- Experience in medical device sales across multiple segments and specialties related to lower limb care
- Process and data-driven sales manager with previous experience in a startup and transforming clinical practice
- Excellent collaboration and influencing skills with the ability to mobilize and energize teams

Opportunity

- Develop and execute strategic plans to achieve fiscal year sales plan and create sales pipeline to expand the sales team
- Work closely with internal teams to align resources to achieve sales objectives and develop a scalable process to assure service quality and customer satisfaction
- Gather and document customer feedback to help shape current and future product requirements and strategies
- Champion customer needs to support and grow customer relationships and resolve issues quickly
- Recruit, hire, onboard, train, and coach salespeople to manage and improve performance.
- Assist in the design of incentive-based compensation plans to motivate sales personnel to accomplish pre-determined sales objectives when needed

Key capabilities and desired experience

- Medical device or life science experience with capital equipment and solution selling experience across multiple markets and knowledge about related diseases and treatment
- Demonstrated knowledge and experience establishing and driving new business growth with ACOs, and IPAs
- Excellent planning, organizing, and leadership skills to manage multiple projects simultaneously
- Ability to handle a dynamic, entrepreneurial startup environment and challenging workload
- Comfortable leading through ambiguity and delivering results



- Strong business acumen and intellectual curiosity to identify challenges and implement creative solutions
- Communicates with clarity, confidence, and precision to internal/external customers
- Exceptional leadership skills for influencing and motivating internal and external team

Travel Expectations

- Ability to travel domestically extensively, including weekends dictated by conferences, tradeshows, and customer sites

Benefits

- Generous paid-time-off policy & employer contribution toward medical insurance
- Employee-paid dental, vision and a variety of supplemental insurance policies are available
- Employer-paid \$10,000 Basic Life Insurance
- 401(k) Plan with matching benefits
- Stock option plan

Location

- U.S. city near a major airport

Send resume and relevant information to jobs@modulim.com

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