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Head of Enterprise Sales

Recruiter: **Codi Mccommon** Job ID
472 Industry
Technology Experience level
Director[Apply now](#)

COMPANY DESCRIPTION

A mission-driven healthcare technology company transforming access to critical cardiac and pulmonary care through a patient-centered, virtual platform. By partnering with leading hospitals, physicians, and health plans, the organization delivers accessible, engaging, and effective home-based programs that address significant gaps in traditional care delivery. The team is composed of experienced clinicians, technologists, and operators focused on using data and technology to improve patient outcomes at scale.

OVERVIEW

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central role in nationwide growth strategy.

QUALIFICATIONS

- 7–12+ years of success building and leading B2B sales teams in fast-paced, high-growth environments
- Proven track record of exceeding sales targets and scaling revenue
- Strong experience designing and improving sales processes, pipeline management, and forecasting
- Demonstrated ability to generate demand through both traditional and creative prospecting strategies
- Exceptional written and verbal communication skills
- Highly organized, process-driven, and able to scale repeatable systems
- Comfortable operating in ambiguity with a strong sense of ownership and urgency
- Experience at a top-tier early- to growth-stage organization
- Preferred: experience selling healthcare solutions into physician practices, hospitals, health systems, or managed care organizations

KEY RESPONSIBILITIES

- Own and deliver against revenue targets, with clear visibility into pipeline, forecasting, and performance
- Build, lead, and scale a high-performing enterprise sales organization
- Drive pipeline generation, deal execution, and disciplined forecasting across multiple regions
- Establish and optimize scalable sales processes, enablement strategies, and messaging
- Lead sales efforts into physician groups, health systems, and enterprise healthcare organizations



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