



Ava is a digital health company with the aim to revolutionize women's health. The company is headquartered in Zurich, Switzerland with offices in San Francisco and Hong Kong and partner offices in Belgrade and Makati. Our wearable device, smart app and proprietary predictive algorithms empower women by giving them unique clinically researched insights and personalized data about their menstrual cycle, fertile window, and pregnancy delivered in a way that's convenient and non-invasive. Ava is a global, award-winning brand with strong social network communities. Our current key markets include USA, Canada, Germany, Switzerland, Spain, UK, and Hong Kong.

We are recruiting for a National Account Manager – Health Benefits to establish and grow Ava's corporate accounts portfolio in the Western US. Ideal candidate will reside in or near San Francisco. Reports to Director of Global Healthcare Sales and Marketing.

## National Account Manager – Health Benefits

Primary location: San Francisco, USA with frequent travel.

### Responsibilities:

- Grow sales and establish, manage, and maintain relationships with benefits managers at key "national" and "corporate" accounts while effectively communicating information regarding these accounts to all applicable parties internally and externally.
- Responsible for sales to assigned corporate/national accounts in healthcare/fertility benefits including, but not limited to, inbound/outbound telephone calls to and from customers and prospects, on-site meetings with targeted corporate/national accounts, development of action plans and ongoing account maintenance for established accounts.
- Track and create meaningful information on current accounts by developing a strategic plan to promote growth and execute; update monthly reports and information files to develop portfolio.
- Recommend which corporate accounts should be priority targeted, based on earning potential, profitability analysis, estimating the time and resources necessary to obtain material sales from the account, and expenditure review to maintain an existing account.
- Attend trade shows and network with potential national accounts as required.
- Assure quality in the company's response to "special" corporate/national needs and expectations with respect to order processing, reporting, and other matters.

### About you:

- College degree in Business or Marketing or equivalent combination education and work experience in these areas required.
- Minimum of 5 years of sales experience with some of it in the healthcare industry and 2 years of experience of managing corporate sales (B2B) to benefits managers/departments required.
- Successful track record managing a growing corporate account portfolio & sales territory.
- Self-motivated and high energy level individual with the drive to take the initiative to research, make decisions, follow through on and accomplish multiple tasks with a sense of vision, detail, commitment, priority and urgency.
- Extroverted leader with strategic thinking, strong geographical management skills and demonstrated selling and relationship building capability's that enjoys a challenge.
- Ability to present products and information to key high-level persons required.



- Experience working and thriving in a start up or small company environment is an advantage.
- Knowledge of Microsoft Excel, PowerPoint and Word is essential
- Fluent in the English language with above-average oral and written communication abilities and strong interpersonal skills.
- Passion about Ava, our community, and our mission to change women's health.
- Requires travel of approx. 50-75% (includes overnight travel); Other travel for business meetings as required; Travel by air, domestic and international including overnight and weekends as needed.
- A valid U.S. driver's license with a clean driving record and passport are required.

Would you like to contribute to a highly motivated team, with a lot of space for your own initiatives? If yes, please apply online or send your complete application to [recruiting@avawomen.com](mailto:recruiting@avawomen.com).

We appreciate that you share our excitement for Ava. Please be aware that only fully documented applications (resume & motivation letter) can be considered.

#### **Ava – Revolutionizing women's health**

Leslie North, Director of Global Healthcare Sales & Marketing

*Should you not hear back from us within 3 weeks your application has unfortunately not been successful for the respective role.*