

**Censis Technologies, Inc.**  
830 Crescent Centre Drive  
Suite 610  
Franklin, TN 37067

615-468-8000  
888-877-3010 toll-free  
615-468-8003 fax  
www.censis.com

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**Job Title**

Director of National Accounts

**Employment Status**

Exempt

**Reports to**

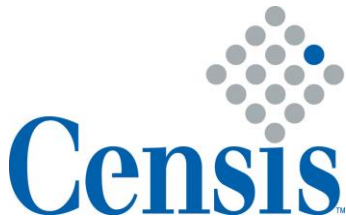
Vice President of National Accounts

**Position Summary**

The Director of National Accounts leads the company's efforts to maintain and expand relationships with large, multi-location customers. The Director of National Accounts is responsible for achieving sales quota and assigned strategic account objectives. The Director of National Accounts represents the entire range of company products and services to assigned customers, while leading the customer account planning cycle and ensuring assigned customers' needs and expectations are met by the company. The Director of National Accounts focuses on the headquarters and key buying locations of assigned accounts, while coordinating closely with field associates assigned to these customers' other locations. The Director of National Accounts reports to the Senior Vice President of Sales & Marketing.

**Specific Responsibilities**

- Establishes productive, professional relationships with key personnel in assigned customer accounts.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and customers' expectations.
- Meets assigned targets for profitable sales volume and strategic objectives in assigned accounts
- Proactively leads a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one and three-year period.
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis.
- Leads solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel.
- This position requires extensive travel.
- Enlists the support of sales specialists, implementation resources, service resources, and other sales and management resources as needed.
- Closely coordinates company executive involvement with customer management.



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- Works closely with Account Management Representatives to ensure customer satisfaction and problem resolution.

### **Skills**

- Achieves assigned sales quota in designated national accounts.
- Meets assigned expectations for profitability.
- Achieves strategic customer objectives defined by company management.
- Completes strategic customer account plans that meet company standards.
- Maintains high customer satisfaction ratings that meet company standards.
- Completes required training and development objectives within the assigned time frame.

### **Qualifications**

- Four year college degree from an accredited institution
- Minimum eight years of strategic sales experience in a Healthcare with focus on software and/or medical devices, capital equipment.
- Call point experience with C-Level, OR, Central Sterile, Materials Management, and IT departments.
- Experience using a disciplined consultative sales process.
- Proficient with MS Office (Word, Excel, PowerPoint, Outlook), Salesforce.com CRM.

### **Education**

Bachelor's degree in Marketing, Communication, Finance or Management is preferred.

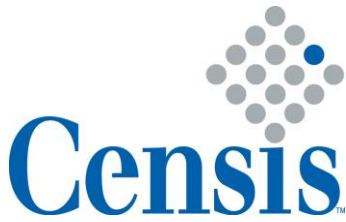
### **About Censis Technologies**

Censis Technologies based in Franklin, Tenn., is the industry leader in surgical instrument and asset management software. Censis offers multiple solutions, including CensiTrac, which is a highly advanced, web-based software system focused on maximizing OR throughput and regulatory compliance. Censis Technologies' software is deployed in hundreds of hospitals in the United States, Canada, and Australia.

### **Fortive Corporation Overview:**

Fortive is a diversified industrial growth company comprised of global businesses that are recognized leaders in attractive markets. With more than \$6 billion in annual revenues, Fortive's well-known brands hold leading positions in field instrumentation, healthcare, transportation, sensing, product realization, automation and specialty, and franchise distribution.

Fortive is headquartered in Everett, Washington and employs a team of more than 24,000 research and development, manufacturing, sales, distribution, service and



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administrative employees in more than 40 countries around the world. Our team grows by tackling challenges that accelerate progress and further their careers. With a culture rooted in continuous improvement, the core of our company's operating model is the Fortive Business System. For more information please visit: [www.fortive.com](http://www.fortive.com).

To apply, please email [careers@censis.com](mailto:careers@censis.com), attaching your resume and posting the job title in the subject line.