

Job – Sales Executive, Healthcare

Become a team member of one of the nation's most trusted and enterprising developers in healthcare today. Since 1978 Experior Healthcare Systems has impacted the industry with its outstanding products, unparalleled service, and leading technologies. Experior targets thriving medical clinics, ambulatory surgery centers, and service bureaus with a vast portfolio of systems designed to increase profitability and efficiency through advanced technology and cost containment features. Products in the portfolio of systems include: SurgOn surgery center scheduling, EMS Practice Management, Remedy EHR, Case Costing, Inventory and Purchase Order, AP and GL along with many other applications.

Job Description: Regional Sales Manager

Responsibilities

Develop annual business plan to achieve corporate financial goals within assigned territory.

Implement market strategy and account activity necessary to identify, qualify, and close business.

Provide monthly business plan updates.

Continue rigorous learning pertaining to industry trends, product knowledge, and technology.

Cultivate business relationships with industry experts, consultants, and third-party business leaders.

Develop and maintain consultative relationships with key buyer influences, including entry-level employees, executive-level management, physicians, and nursing staff.

Arrange and coordinate all product demonstration activities and events throughout the selling cycle, including staff and third party business partners.

Conduct all contract negotiations.

Research and maintain complete information pertaining to key buyer's future business objectives and growth plans.

Assist in the development of all trade show activities and special events.

Knowledge and Skills

Bachelor's degree and minimum three years software sales experience, preferably in healthcare.

Willingness to travel up to 25 percent of time to sales accounts, trade shows, business partner accounts, etc.

Comfortable selling at all executive levels within industry.

Outstanding customer service skills, negotiation skills, and strategic selling skills.