

Seeking Sales Executives that are experienced in solution selling and vision selling, have a network of strong contacts, and are independent thinkers and self-motivators desiring a high energy, teaming environment focused on innovation. Must be able to work independently to develop sales opportunities with sophisticated healthcare technology buyers including C-level clinicians. Must understand healthcare, secure messaging, clinician communication and care coordination. Must be technology savvy.

Your day-to-day responsibilities will include building business relationships through professional, outbound prospect calling and pipeline management, and continued development of existing relationships. Using direct response and prospecting, in addition to all forms of communication such as email, social media (Facebook, Twitter, LinkedIn) and outbound follow up, you will be responsible for relationship and business development through generation of sales leads and qualified opportunities, and accurate pipeline forecast.

- Required to have at least 2 years of experience selling on-premise integrated software. Healthcare provider industry knowledge, experience managing long sales cycles across multiple stakeholders, and relationships with Academic Medical Centers particularly with CMIO, CNIO CISO, CIO, CMO, Informatics, Innovation, Transformation, Quality.
- Demonstrated successful experience with phone sales as well as extensively utilizing virtual meeting conferencing.
- Expertise with CRM solutions, particularly Salesforce.com, as well as Microsoft Office, Gmail, BuzzBuilder, Go To Meeting, and professional training in software sales. You will be documenting and managing everything in Salesforce.

Please contact Sales@MEDarchon.com