



Executive Director of Business Development with Healthcare and Technology Experience

MEDarchon is a growing organization within the healthcare technology market that is looking for ambitious individuals who have a solid work ethic, are independently driven, and possess strong analytical skills. MEDarchon offers competitive salaries and rewards individual performance when accomplishing team goals. At MEDarchon, superior performance leads to superior compensation.

We are currently seeking an experienced Business Development leader with healthcare experience and knowledge for our team in Nashville, Tennessee, to lead and manage our sales/business development efforts.

Position Summary

Reporting to the CEO, the ideal candidate will play a visible role in the development of new opportunities, including organic business growth initiatives. This person will identify and cultivate prospects to ultimately do business with MEDarchon as well as develop the growth and development of the sales team. This role will include personal as well as team growth through generating new business thru collaboration with team members, building and drawing from a network of potential leads, presenting solutions, analyzing clinical, financial, and operational models, negotiating contracts, and transitioning new customers to Client Success. The ideal candidate should have 10 years of business development experience as well as 5+ years of healthcare sales experience with hospitals and health systems.

Essential Duties and Responsibilities

General Responsibilities

The essential functions include, but are not limited to the following:

- Manage overall sales process, set appropriate metrics for sales funnel management
- Build and manage sales team if applicable
- Work with CEO and Management Team to establish training, and sales incentive programs
- Provide detailed and accurate sales forecasting
- Travel for in-person meetings with prospective customers and develop key stakeholder relationships
- Utilize current and develop new customer relationships with C-Suite, Sr VP, and or Director level staff.

- Engineer and participate in sales and marketing campaigns to drive prospect engagement
- Train to be proficient in understanding MEDarchon's QUARC products and services
- Gain target and contact lists, find the appropriate contacts and conduct cold phone calls and emails for business generation.
- Manage targeted marketing campaigns through follow up calls, emails, and set meetings
- Meet goals for meetings gained per month.
- Attend assigned conferences and tradeshow
- Presentation and consultative sales skills
- Manage proposal development specific to client's needs
- Strong negotiation and closing skills
- Working knowledge in SalesForce and Outreach CRM and Marketing tools

Minimum Qualifications (Knowledge, Skills, and Abilities)

- Minimum of 10 years progressive management experience
- Minimum of 5 years Hospital and Healthcare sales experience
- Experience in business/corporate development
- Demonstrates entrepreneurial openness and ability to explore new possibilities and to approach issues differently; a visionary; intellectually agile
- Proven ability to work collaboratively with colleagues to create a results-driven, team oriented environment
- Demonstrates leadership skills; able to bring out the best thinking and attitudes; able to recognize unique contributions of individuals and teamwork
- Excellent organizational and communication skills
- Ability to thrive in a results driven environment

Educational Level

- Bachelor's degree

Preferred Skills

- Salesforce.com, Powerpoint, Word, Excel
- Smartphones

Candidates must be able to work full-time in the United States. MEDarchon will not sponsor work visas.

MEDarchon is an Equal Employment Opportunity Employer.

If interested, please send your resume and cover letter to bmeacham@growthwright.com.