



Title: Sales Executive - Healthcare

Location: Sacramento or surrounding area, San Diego or surrounding area

Accounts: Hospitals (initial target is hospitals over 200 beds)

Industry Experience: Healthcare Industry

Key Requirements

- Ability to sell products/services to existing accounts and new accounts
- Demonstrated success in sales
- Consistent 100%+ quota attainment - successful track record in exceeding sales goals
- Demonstrated success managing account relationships
- Demonstrated success penetrating new account opportunities
- Specific industry knowledge preferable. This could be from selling into a particular desirable industry or from working in a particular industry. Industry Knowledge pertains to one's ability to understand the current business problems that face customers in the industry, staying on top of industry trends, predicting/forecasting possible business problems, and being able to articulate how the SalePoint can help the customer.
- Experience in selling enterprise software applications specifically in the healthcare space with a focus on Hospitals. Some technical knowledge of hardware is necessary
- Experience selling to "C Level" Executives, both Business and IT
- Previous knowledge or experience of the healthcare industry preferable

Additional Duties

- Capitalize on industry knowledge and contacts within healthcare accounts to uncover business opportunities
- Effectively advise and influence customers through consultative selling techniques
- Research the customer environment to be able to populate the business impact model.
- Articulate the solution in terms of ROI to the customer
- Utilize team members including post-sale delivery professionals, pre-sale technical professionals, and management to achieve business objectives
- Rely on your excellent leadership and interpersonal skills to initiate and maintain executive-level interaction and customer satisfaction
- Develop new business opportunities and close new account business
- Close profitable SalePoint product sales incorporating hardware, software, professional services, and customer services
- Understand and articulate the value of SalePoint Professional Services

Qualifications

- Candidate must have 3+ yrs exp preferably in healthcare sales
- Must have excellent communication skills and the ability to quickly develop Relationships
- Ability to navigate within customer/prospect's organization and get to decision makers
- Success in setting and managing to expectations
- Ability to manage through the sales cycle
- Ability to negotiate and get to close on business
- Ideal candidate will have existing relationships with consultants and healthcare executives.
- Bachelor's degree or better is strongly preferred.

Submit your cover letter, salary history, and resume to Larry Haworth, CEO, at lhaworth@salepoint.com.