

**Position Description – Sales VP/Director Level – Georgia/South Carolina**

The VP/Director of Sales is responsible for achieving sales objectives by marketing directly to employers, as well as connecting with strategic partners (including brokers and consultants) to meet / exceed established revenue goals. In this role, the Sales VP/Director will be responsible for prospecting and building relationships that will lead to revenue growth, specifically in South Carolina and Northwest Georgia. This position requires the ability to work closely with team members as well as team members inside the Strategic Partner operating companies associated with us. The role must operate and influence at all customer and partner organization levels where EHNH solutions are purchased and influenced.

- Develop and execute sales strategy for meeting or exceeding revenue growth goals in South Carolina and Northwest Georgia.
- Develop and deliver sales presentations, coordinating the various teams and resources.
- Achievement of annual sales quotas/targets associated with the territory.
- Accurately forecasts sales opportunities according to product, timescale, and value.
- Creates a business solution consisting of services that uniquely addresses the customer's needs. May include collaboration with other team members.
- Communicates clearly and effectively with management regarding risk and upside of specific opportunities as well as overall product lines.
- Upkeep of relevant information in the Quickbase CRM platform including pertinent meetings, forecast category, revenue projections, etc.

**REQUIRED SKILLS AND COMPETENCIES**

- Proven track record in sales for a (a) health plan or insurance company, (b) benefits consulting or health insurance broker based business, (c) managed care sales for a hospital or provider group.
- Demonstrated success selling an integrated solution, or a complete solution in the self-funded employer space.
- Successful history of researching prospective accounts in target market, pursuing leads and closing deals.
- Demonstrated ability to articulate and execute a business proposition in a complicated and consultative business arrangement.
- Understands current overall trends in the self-funded employer benefits sector.
- Understands customer's specific business goals, strategy, financials, and challenges.
- Superior presentation and communication skills, both written and verbal.
- Dynamic and energetic personality.

**SUPERVISORY RESPONSIBILITY**

May mentor and grow a team as needed for our increased growth

**POSITION TYPE AND EXPECTED HOURS OF WORK**

This is a full-time, salaried/commission position. Days and hours of work are as required.

**TRAVEL**

This position requires travel around the South Carolina/NW Georgia area.

**REQUIRED EDUCATION AND EXPERIENCE**

- Bachelor's degree or equivalent experience.

- Strong knowledge of the business space around medical third party administrators, pharmacy benefit managers, provider networks and stop-loss insurance.
- Thorough knowledge of the South Carolina and Georgia brokerage networks, employer coalitions and benefits decision makers.

**PREFERRED EDUCATION AND EXPERIENCE:**

- 5 plus years of experience with client consultative, strategic sales.

Interested candidates should send resume and desired compensation to

[Susanshelley@outsourcedresource.net](mailto:Susanshelley@outsourcedresource.net)

301-370-6558

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