

SequelMed a leader in the Health IT arena is currently seeking regional and nation-wide Account Executives to join its growing Sales department as a result of our aggressive product roadmap and growth initiatives. The Account Executive position will focus on expanding the use of SequelMed's Electronic Health Record and Practice Management in solo physician practices, groups, centers of excellence, Hospitals and Billing Services.

We are looking for individuals with experience in Healthcare related Sales. Experience in Medical Practice Management Software and/or EMR / EHR Sales with a proven track record will be a plus.

Formal Software Training (from Sales point of view) will be provided. This is an inside sales position.

JOB RESPONSIBILITIES:

Independently manage assigned territory, including:

- Ensure his/her region achieves or exceeds required quota
- Ensure territory coverage to touch all opportunities on a scheduled basis
- Using company provided leads contact potential clients to assess their individual needs and demonstrate how SequelMed's products can meet or exceed these needs
- Target and obtain audiences/ appointments with Physicians, Physician practices and Billing Services
- Present SequelMed's solutions from beginning to end including conducting on-line demonstrations
- Develop and submit comprehensive proposals based on the individually assessed needs of potential clients
- Maintain accurate up-to-date monthly sales pipeline and forecasts for new business
- Generate new leads and handle direct selling to new customers across a large, diverse territory
- Focus the sales effort around identifying and fulfilling customers' current and future needs utilizing solution selling models; understand and position SequelMed's benefits vs. the competition
- Understand the market, the customer and the competition
- Exhibit at regional and national industry trade shows

Skills

- Bachelors degree (computer-related field preferred) or equivalent work experience
- 3-5 years of experience in sales role within the IT industry, preferably Healthcare
- 3-5 years of experience closing sales in software industry
- Experience selling software solutions; knowledge of EMR systems highly desirable
- Proven ability to work independently to identify new customers and new sales opportunities in your geographic region
- Track record of exceeding sales and sales activity targets
- Medical Billing software sales experience and/or prior Healthcare related software related sales experience
- High degree of business acumen and relationship development skills
- Strong interpersonal understanding demonstrated through relationship building
- Excellent written and verbal communications
- Ability to identify clients' business goals and constraints and manage your business and activities against those goals and constraints