

UR SERVICES ACCOUNT EXECUTIVE - DFW REGION

Role Description

The Account Executive's responsibilities include prospecting, qualifying, selling and closing business to dormant and new customers in the Dallas - Fort Worth area. The Account Executive uses all resources to solve customer problems with appropriate Medical Equation services. Base salary is \$55,000 plus commission package. The position reports to Business Development Manager Jill Duggan Hale. Send resume to: jhale@medicalequation.com.

Expectations and Tasks

- Account and customer relationship management, sales of Medical Equation portfolio of services
- Achieve and exceed quota targets; develop sales strategies and effective, specific account plans to ensure revenue target delivery; grow relationships with new and existing customers
- Be a trusted client advisor – establish strong relationships based on knowledge of customer requirements; understand customer business needs and propose valuable appropriate solutions
- Territory and account leadership – lead designated territory including accounts, account relationships, prospect profiling and sales cycles; enable all accounts to become Medical Equation reference
- Develop comprehensive business plan to address customer and prospects' priorities and pain points

Demand Generation, Pipeline and Opportunity Management

- Pipeline planning - follow a disciplined approach to maintaining a rolling pipeline; keep pipeline current and moving up pipeline curve
- Leverage Medical Equation solutions – be proficient in and bring all company offers to bear on sales pursuits while well-versed in competitor product line and positioning
- Advance and close sales opportunities – through the successful execution of sales strategy plan
- Support all company partnership events, meetings, conferences and events and attend industry related training

Sales Excellence

- Sell value
- Engage appropriate company representatives to execute winning sales
- Understand company's competition and effectively position solutions against them
- Maintain CRM system with accurate customer information, activity, interactions and expenses
- Work effectively and collaboratively as a team player with all company employees

Work Experience

- Minimum of five years experience in utilization review services and cost containment industry sales
- Proven track-record in industry sales and knowledge of territory
- Experienced in team-selling environment
- Demonstrated success in high-volume transactions in fast-paced, consultative competitive market

Education, Qualifications, Skills and Competencies

- Bachelor's degree in business, marketing or related field
- Proficient in Microsoft Office suite
- Strong self-discipline, organization and time management skills; motivated and goal-oriented
- Drive and energy to manage multiple accounts while looking for new opportunities
- Valid Texas driver's license
- Must pass background check for employment consideration
- Business level English: fluent



