

Job Description

Sales Executive

Job Title:	Sales Executive
Exempt Status:	Exempt
Division:	Sales & Marketing
Reports to:	SVP Sales & Marketing

Your opportunity at Episource is to simplify healthcare!

- Episource leverages data to provide patient insights and drive interventions. As thought leaders and subject matter experts, we're constantly striving to identify actionable insights. We service the \$3.0 trillion healthcare space and our clients represent leading organizations throughout the United States.
- Episource is at the forefront of the ever-evolving healthcare marketplace. We help clients paint an accurate picture of patient health profiles by analyzing medical records, claims, and clinical data sets.
- We've grown significantly to support the regulatory changes over the last 10 years, and are poised to continue our expansion as the leader in the marketplace.

The Challenge you will face:

- We've proven that our value proposition resonates, our services deliver great value and we can grow customer accounts.
- We need a strong hunter to help broaden our customer base to further our growth and successes in simplifying healthcare. It will require aptitude to learn our healthcare market in order to converse credibly with clients.
- Identifying the right target accounts and contacts will require your leadership and understanding of our value proposition and healthcare marketplace. Building a sustainable pipeline is critical to your success.
- In a demand-rich market, selecting the best opportunities to pursue that are winnable, desirable, and deliverable is key to success. Your leadership is required to focus the team on winning.
- We are an entrepreneurial and fast-growing company. You need to create value-based relationships that allow our services to shine. You need to deliver.

Doing the right things:

- Build a valuable and convertible pipeline. You will be the expert at engaging potential customers throughout their buyer journey to create successful long-term client relationships

Job Description

Sales Executive

- Conduct research (social, online, LinkedIn) to identify the right target accounts and contacts to pursue
- Effectively communicate (speak and listen) with potential customers, think on your feet, and overcome objections to quickly establish credibility and build rapport
- Drive the lengthy buying process from prospecting to closing of deals valued at \$200k - \$1M+. This involves education, support in developing RFPs and competently working with buyers in understanding the benefits of switching to our solution vs. competitive offerings or the status quo. It also involves aligning to our sales process and salesforce platform to communicate internally on progress.
- Proven history of sales success
- Take initiative and accountability for own success while knowing when to ask for help.

Changing the World (and Your Career):

- You are the face of Episource and our efforts to simplify healthcare
- You are the quarterback of the team and we rely on you to create successful customer relationships
- You will own creating a qualified sales pipeline in excess of \$3M
- You will close \$1M in revenue annually
- Your contribution will have huge impact on Episource's growth...
- You'll love crushing goals with us!

PHYSICAL REQUIREMENTS:

While performing the duties of this job, the employee is frequently required to stand; walk and sit. The employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by this job include color vision. Requires prolonged sitting, some bending, stooping and stretching, requires eye-hand coordination and manual dexterity sufficient to operate a keyboard, photocopier, telephone, calculator and other office equipment. Requires normal range of hearing and eyesight to record, prepare and communicate appropriate reports.

EEO POLICY STATEMENT:

Episource, LLC provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Episource, LLC complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, and transfer, leaves of absence, compensation, and training.

Episource, LLC expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Episource, LLC employees to perform their expected job duties is absolutely not tolerated.