

W. E. BULATO CO.

Strategic *HR* Solutions

W. E. BULATO CO. is seeking a Group Sales Executive for one of our clients located in California.

This role will cover the state of CA. The ideal candidate must live within an hour of a major airport in any of the following states: CA, NV, ID, UT, and AZ. This position requires 60%-70% travel.

The primary responsibility of the Sales Executive is to create territory development plans and sell the company's revenue cycle management and clinical solutions to physicians and physician organizations within an assigned geographic territory. The Sales Executive is responsible to meet and or exceed the assigned quota for their territory. The Sales Executive reports directly to the Regional Vice President.

RESPONSIBILITIES:

- Responsibilities may include, but are not limited to;
- Independently manage assigned territory, including:
- Ensure his/her region achieves or exceeds required quota;
- Develop integrated territory sales plan and ensure territory coverage to touch all opportunities on a scheduled basis;
- Independently develop processes to obtain leads through comparison and evaluation of possible opportunities;
- Identify prospective situations where the company services can be sold;
- Using leads obtained through lead developing process, contact potential clients to assess their individual needs and demonstrate how the company's products can meet or exceed these needs;
- Target and obtain audiences/appointments with physicians and physician practices;
- Present the company solutions from beginning to end including conducting on-line demonstrations and utilizing a "solution selling" approach;
- Develop and submit comprehensive proposals based on the individually assessed needs of potential clients;
- Maintain accurate up-to-date sales pipeline and forecasts;
- Work closely with the company partners to leverage introductions;
- Other duties as assigned by the Regional Vice President.

REQUIREMENTS:

- BA required, advanced degree preferred;
- A minimum of 5 years of experience selling practice mgmt/revenue cycle or EMR software to office based doctors or physician organizations or at least 5 years of experience consulting and selling solutions to large medical practices/hospitals;
- Solid mastery of the economics of medical practices and ROI delivery;
- A successful history of achieving sales quotas of \$2million or more annually;
- Strong sales administration skills, timely and accurate reporting;
- Demonstrated experience developing processes to obtain leads through comparison and evaluation of possible sourcing opportunities;
- Expertise in territory planning, management and organization;
- Experience in positions requiring the exercise of discretion and independent judgment with respect to significant matters;

COMPENSATION:

- Salary;
- Commission with no cap;
- Bonus;
- Full Benefits.

THE COMPANY:

Our client is a leading provider of web-based business services for medical groups. The Company service offerings are based on proprietary web-native practice management and electronic health record (EHR) software, a continuously updated payer knowledge-base, integrated back-office service operations, and automated and live patient communication services.

W. E. BULATO CO. is an Equal Opportunity Employer