



EK Health Services, Inc. – Sales Executive

Summary of Role:

Under the direction of the Director of Business Development, a Sales Executive will meet and/or exceed sales objectives and goals by developing a client base and maintaining potential customer relationships through sales calls, prospecting, networking, and referrals. Through consultative selling, a Sales Executive will assess client needs, prepare proposals, make winning presentations, promote the company's products and services. A Sales Executive will close contracts with potential clients and expand business with existing clients in the Worker's Compensation and Managed Care market.

Work specifics: full-time exempt position, regular travel required

Other responsibilities include, but are not limited to, the following:

- Support the growth and development of business
- Develop an individual sales plan
- Experienced closer – A+
- Identify, develop, and expand new relationships with Insured, Self-Insured, Carrier and Public Entity prospects by determining market trends and client needs and staying abreast of changes
- Identify potential customers and coordinate information gathering efforts to include research and recommendation of new companies, industries, or localities to target, as well as ensuring that potential conflicts are evaluated
- Contributes to or leads the preparation and presentation of services and qualifications to potential and new clients
- Establish and maintain individual business relationships with key customers
- Work with Account Executives and Department Managers to ensure customer satisfaction
- Interface well with other EK personnel and understand resources, deliverables, and schedules
- Seek out and coordinate networking opportunities by attending Workers' Compensation networking or other industry related meetings and functions, with budget approval
- Position will require overnight travel
- Other responsibilities or duties as may be assigned

Requirements:

The ideal candidate will have a Bachelor's degree (BS a strong preference, and an MBA a plus) in Marketing, Business, or a related discipline and 3 years of experience selling Worker's Compensation/Managed Care services or at least 5 years of direct sales experience in another similar service-oriented field with a proven track record of success. A strong knowledge of the principles, terminology, and practices of health care and risk management is required. Must be able to present complex concepts to non-technical users and convey an understanding of the practical business application solution. The ideal candidate will have the following:

- Business expertise and entrepreneurial spirit showing your desire to be the best
- Demonstrated ability to organize and plan complex tasks with minimal supervision
- Ability to communicate with all levels of any organization
- Exceptional time management skills and solid follow-through skills
- Ability to deliver positive, measurable results
- Must be proficient in Salesforce and MS Office Suite, particularly Word and PowerPoint, and possess excellent Internet research skills

- Ability to collaborate on a team level with excellence, dignity and respect
- Ability to balance team environment with independent initiative
- Compelling persuasion/negotiation and presentation skills
- Ability to make a positive first impression
- Skilled in customer service relations, analysis and problem solving
- Valid Driver's License and auto insurance must be maintained at all times
- Must be located within 90 minutes driving time of an international airport
- Ability to lift up to 25 lbs
- Sit (approx. 50-75% of the time), stand (approx. 25-50% of the time), type (approx. 10-30% of the time) and do the job with or without reasonable accommodation.