



Business Process Specialty Seller for Payer

We are currently seeking a BPS / BPO Sr. Sales Exec - Payer to join our team in the United States. You can work remotely if you reside in the United States and can travel as needed to meet clients.

We are seeking a seasoned **Business Process Specialty Seller for Payer** with a proven track record of leading and closing large, complex BPO and BPaaS deals. This senior-level sales professional will play a pivotal role in identifying strategic opportunities, building trusted relationships with C-level executives, and positioning transformative business process solutions that drive operational efficiency and business outcomes for our clients.

Key Responsibilities

- Lead the end-to-end sales cycle for **multi-million-dollar BPO deals**, from initial engagement through contract closure.
- Develop and execute a strategic **go-to-market plan in collaboration with practice leaders, industry teams, and alliance partners**.
- Build strong executive-level relationships with client stakeholders, including CFOs, COOs, and Heads of Operations.
- Identify client pain points and position tailored **business process transformation solutions**, enabled by automation, AI, and industry accelerators.
- Collaborate with solution architects, pricing teams, legal, and delivery to structure winning, commercially sound proposals.
- Stay current on industry trends, competitive positioning, and emerging technologies relevant to BPO and digital operations.
- Serve as a thought leader in the market and contribute to brand elevation via participation in industry forums, panels, and client advisory boards.

Required Qualifications

- **15+ years of experience** in BPO / Business Process Services sales with a deep understanding of outsourcing models.
- Demonstrated success in selling **large, complex, global BPO deals** (>\$20M TCV).
- Industry experience in Contact Center preferred.
- Expertise in engaging consultatively to solve process challenges related to **Payer**.
- Strong financial acumen and ability to structure complex deal constructs.
- Exceptional executive presence, communication, and relationship-building skills.
- Experience working within or selling to Fortune 1000 clients.



Preferred Attributes

- Ability to bridge business value with enabling technologies such as **AI, analytics, and automation**.
- Entrepreneurial mindset with the ability to navigate matrixed environments and influence cross-functional teams.
- Track record of exceeding sales targets and contributing to revenue growth.

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