***Healthcare Large Pursuit Leader-US (Payer or Provider focus)***

MY CLIENT strives to hire exceptional, innovative, and passionate individuals who want to grow with us. If you want to be part of an inclusive, adaptable, and forward-thinking organization, apply now.

We are currently seeking a Sr. Healthcare Sales Executive (Remote) to join our team in United States (US). **NOTE: This person will report to the President of Healthcare and Life Sciences.**

The ideal candidate has 15+ years of IT Sales experience in the Managed Services/Professional Services space and strong relationships in the healthcare industry, with a focus on Payers or Providers. Additionally, a deep understanding of Information Technology and Digital Solutions sales and technology and/or professional services sales. Specific client knowledge of the modern complexities of business and technology, delivering the insights, solutions, and outcomes that matter most. My client delivers tangible business results by combining deep industry expertise with applied innovations in digital, cloud, and automation across a comprehensive portfolio of consulting, applications, infrastructure, and business process services. This is primarily a rainmaker hunter-type sales role to generate, qualify, and close new business at the C-Suite decision-maker level.

**Additional Qualifications and Responsibilities:**

Sells complex managed services, full IT Outsourcing solutions, application services, and industry vertical solutions to include things like regulatory compliance solutions, digital solutions, mobile solutions, transformational services and application management/support, digital workplace services, Business Process Outsourcing (BPO)

-History of success in acquiring net-new logos and managing complex large deals.

-A passion for improving healthcare and patient outcomes and recognized as an expert in the healthcare service solutions industry/industries, R&D, and RWE (real-world evidence).

-Deep understanding of IT managed and professional services and ability to articulate the value proposition to clients

-Creatively sell into large Healthcare accounts and ability to demonstrate successful deal closures

-Requires strategic agility to interface and successfully influence C-level executives within the customer organization

-Design and implement sales strategy to achieve sales quota

-Ability to assess potential sales opportunities and develop value propositions

-Applies an extremely deep understanding of business, financials, service offerings, the market, and the needs/challenges of assigned accounts

-Understands and applies long-term vision of business/technology direction for my client.

-Drives services sales strategies that help drive exponential sales growth

**Demonstrated ability & success at meeting and/or exceeding annual quotas of $25+ million in Revenue**

**-**Understanding of the competitive landscape for IT services and anticipating how market and competitive factors will influence the selling of MY CLIENT services

-Excellent written and verbal communication skills and demonstrates boardroom executive presence

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