



### **Senior Sales Executive – Healthcare or Life Sciences (Remote, U.S.)**

**Location:** U.S. Based | **Remote** | Reports to the **President of Healthcare & Life Sciences**

**Industry Focus:** Healthcare or Life Sciences | **New Business / Large Pursuits / C-Level Engagements**

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Our client, a global leader in IT and digital transformation services, is looking for a **Senior Sales Executive** with deep roots in **Healthcare or Life Sciences** and a passion for delivering meaningful business outcomes through technology.

If you're a **seasoned hunter** with a proven track record of winning large, complex deals and love the challenge of selling into the C-suite at the largest Life Sciences and Healthcare organizations in the U.S.—this could be your next big win.

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#### **What You'll Be Doing:**

- Drive **net-new business** in large, strategic accounts—targeting national Healthcare or Life Sciences organizations.
  - Sell high-impact IT and digital services, including:
    - Managed Services & Full IT Outsourcing
    - Digital Transformation, Automation, Cloud, and Data Solutions
    - Regulatory & Compliance Services
    - R&D, Real-World Evidence (RWE), and Industry-Specific Solutions
  - Act as a **strategic advisor** to clients, identifying challenges and designing tailored solutions that deliver real results.
  - Own the sales cycle end-to-end: **from prospecting and relationship building through deal closure.**
  - Collaborate with internal consulting, solutioning, and delivery teams to craft winning proposals.
  - Deliver and exceed quota targets—ideally, you've done this before at the **\$25M+ annual sales** level.
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## ✓ What We're Looking For:

- 15+ years of experience in **IT Solutions or Services Sales**, with at least 5+ years focused on **Healthcare or Life Sciences**.
  - Proven success **closing complex, multi-million-dollar deals** in Managed Services, Digital Solutions, or BPO.
  - Strong executive presence and comfort selling into the **C-suite (CIO, CTO, Chief Medical/Clinical/Scientific Officers, etc.)**.
  - Deep understanding of the **unique challenges** facing the Healthcare/Life Sciences sectors (think: compliance, patient outcomes, data integrity, and innovation in R&D).
  - Passion for innovation and improving healthcare and patient impact through real-world solutions.
  - Strategic, consultative mindset and the ability to navigate enterprise buying cycles.
  - A reputation as a **trusted advisor and rainmaker** in your network.
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## 🎯 Bonus Points If You:

- Have experience working at a global SI or digital consultancy
  - Can speak fluently about **real-world evidence (RWE), digital therapeutics, or pharma R&D**
  - Love the thrill of solving complex problems and closing transformative deals
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Ready to work directly with a supportive, high-visibility executive team and take your sales career to the next level?

**Let's talk.** This isn't just another sales role — it's an opportunity to lead industry-shaping deals with purpose and innovation.

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