



### **IT Services Sales Executive – Healthcare (Payer/Insurance)**

The ideal candidate brings 12+ years of IT Services Sales experience in the Managed Services and Professional Services space, with strong relationships across the Healthcare industry (Payers/Insurance). This individual has a deep understanding of modern IT, digital solutions, and technology-enabled transformation—and knows how to translate complex services into meaningful business outcomes for enterprise clients.

This role requires someone who understands the evolving intersection of business and technology and can deliver insights, solutions, and results that matter most to healthcare organizations. It is primarily a hunter-focused role, responsible for generating, qualifying, and closing new business at the C-suite level.

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#### **Additional Qualifications & Responsibilities**

- Sell complex managed services, full IT outsourcing solutions, application services, and vertical-specific solutions such as regulatory compliance, digital platforms, mobile solutions, transformational services, application support, digital workplace solutions, and Business Process Outsourcing (BPO).
- Demonstrated success in a true hunter role with a consistent track record of acquiring net-new logos.
- Passion for improving healthcare and patient outcomes, with recognized expertise in Healthcare Payer service solutions.
- Deep understanding of IT managed services and professional services, with the ability to clearly articulate value propositions to executive stakeholders.
- Proven ability to creatively sell into large national Healthcare Insurance accounts and close complex enterprise deals.
- Strong strategic agility and skill in influencing C-level executives within large, matrixed organizations.
- Design and execute sales strategies to achieve and exceed annual quotas.
- Ability to assess potential sales opportunities and craft compelling value propositions aligned to client needs.
- Applies deep understanding of business, financials, service offerings, market trends, and the challenges facing Healthcare Payer organizations.
- Drives services sales strategies that support aggressive growth targets.
- Consistent history of meeting or exceeding \$12M+ in annual revenue quotas.
- Strong understanding of the competitive landscape for IT services and ability to anticipate how market dynamics influence sales strategy.
- Excellent written and verbal communication skills, with strong executive presence suitable for boardroom conversations.
- Willingness and ability to travel up to 40%.

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#### **Basic Qualifications**

- Bachelor's degree
- Minimum 12 years of experience in IT Services or Professional Services sales
- Minimum 5 years of experience selling into enterprise Healthcare clients