

Medicom Health is an award-winning developer of patient engagement software and integrated EMR Rx workflows. Our customers are some of the most well-known hospitals, clinics, and health care systems in the country. We are a leader in design and cutting-edge health technology and have been recognized as one of the 100 Best Companies to Work for in Minnesota.

Position Title: Director of Client Success

Medicom Health is looking for an experienced sales and marketing professional to join our Sales Team. The primary role of the Director of Client Success is to acquire new healthcare marketing clients for Medicom Health's HRA product line. Additional responsibilities include growing and nurturing current clients and providing high-level strategic product advice. This position reports to the Chief Operating Officer. Some travel will be required (up to 20%).

Essential Duties and Responsibilities:

- Convert inbound leads for healthcare marketing interest in Medicom Health HRAs to new clients
- Perform outbound lead generation via email and phone calls to targeted high value prospects
- Manage current client accounts to promote client success and to ensure account renewal and growth
- Provide ongoing marketing strategy and guidance to healthcare clients
- Attend conventions and trade shows
- Travel to client sites as needed
- Performs other activities as assigned

Required Experience and Education

- 2-4 years of healthcare marketing experience required (Health System marketing preferred)
- 2-4 years of SaaS sales experience required (Health System sales experience preferred)
- 2-4 years of Account Management experience required
- Bachelor's degree or equivalent experience

To learn more about us, please visit our website at www.medicomhealth.com. Medicom offers a competitive compensation and benefits package. Please submit a resume, cover letter and salary requirements to careers@medicomhealth.com.

We are an Equal Opportunity Employer.