

VP, Pharmacy Solutions

Due to the tremendous success of our Rx Savings Assistant solution, we are expanding our team and are seeking a highly professional, self-driven, Pharmacy Sales Executive to continue our growth initiatives to new customers. This *hunting* position will manage a multi-state territory calling upon hospitals and healthcare systems new to Medicom Health.

Job Duties and Responsibilities:

- Manage a complex, solution-oriented sale with multiple decision makers from lead generation to close
- Generate and qualify leads, prepare sales action plans and formulate strategies
- Make sales calls (phone, online and in-person) to prospective customers
- Define prospective customer needs and position Rx Savings Assistant to meet those needs
- Assist in developing sales and marketing strategies along with marketing content
- Understand and communicate the value of Medicom Health's Rx Savings Assistant
- Develop presentations and prepare sales proposals for prospective customers
- Identify executive level decision makers and elicit their buy-in
- Record sales activities in Salesforce CRM
- Attend trade shows
- Negotiate and close contracts
- Meet or exceed quarterly sales targets
- Keep abreast of industry events and identify ways to leverage into new value propositions

Required Qualifications and Skills:

- 10+ years of sales experience
- 5+ years of recent experience selling into the senior level pharmacy leadership of larger health systems
 - A robust Rolodex is highly valued
- Minimum 3 years of achieving top 10% sales results
- Comprehensive understanding of the healthcare system
- Exposure to Salesforce or similar CRM system
- Demonstrated consultative selling skills at the senior leadership level
- Unmatched persuasiveness, adaptability and negotiation skills
- Bachelor's degree from accredited university
- Critical / strategic thinking – we'll give you our sales playbook but we expect that you'll find ways to improve our sales process

Preferred Qualifications and Skills:

- Strong persuasive and professional communications skills, both verbal and written
- Strong understanding of Electronic Medical Record platforms (EPIC, Cerner, Meditech)
- Strong understanding of technology solutions use in pharmacy channels
- Proficient use of Microsoft Office products (Outlook, Word, Excel and PowerPoint)
- Master's degree from accredited university

Position type: Full-time, Remote work-eligible, Commission-eligible, Bonus-eligible

Travel requirements: Up to 20% travel possible

Medicom Health is an award-winning developer of patient engagement and pharmacy software. 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 and one of the Fast 50 (fastest growing companies in the Twin Cities).

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

We are an Equal Opportunity Employer! No recruiters or personnel agencies, phone calls or walk-ins.