

MyHealthDirect

Sales Executive – Hospitals and Health Systems

About the Organization

- MyHealthDirect (MHD) was founded in 2006 with a mission to partner with healthcare organizations to deliver digital care coordination solutions to improve the patient experience, clinical outcomes and financial results.
- We are transforming healthcare delivery through efficient, effective appointment scheduling and interoperability across healthcare silos in both Health System and Health Plan customers.
- MyHealthDirect offers the leading “white label” enterprise scheduling solutions for health systems, health plans and independent providers. Health Systems benefit by enhancing the customer experience, increasing patient retention and referral capture, and improving scheduling efficiency—resulting in increased patient volumes. Our ability to track and manage care coordination from start to completion is helping the largest health systems in the nation close care gaps, track the patient through the care continuum, prevent readmissions and improve access to needed care.
- MyHealthDirect is doubling year over year, having expanded with multiple top 10 health plans and systems, and is seeking exceptional talent to join us in transforming the way patients seek and receive care.

Sales Executive

MyHealthDirect is seeking a proven sales executive interested in helping hospitals and providers transform the way they interact and serve their patients. With a light IT footprint and the ability to deploy rapidly (90 days), MyHealthDirect is focused on providing objective, rapid value for our clients and delivering on business cases with greater than 9X ROI.

The ideal candidate demonstrates a proven record of outperforming sales peers in healthcare and/or emerging technology environments. Candidates must also be interested in owning the full sales cycle—from prospecting to close; to retaining ongoing relationships and client expansion. Sales Executives develop their own strategic plans and ensure delivery above and beyond quota—ensuring strong value creation for their clients, MyHealthDirect and personally. The need for scheduling to drive new patient volumes and improve patient experiences with hospitals and providers has never been greater, and MyHealthDirect hopes to capitalize on the market momentum by hiring the right sales executives to accelerate the company’s growth.

Primary Duties and Responsibilities

- Deliver yearly sales quota, earn accelerated incentives for sales beyond yearly quota
- Source prospective opportunities consistent with strategic plan through existing relationships, industry trade associations, current customers, and newly created partnerships
- Ability to take warm leads from inside sales organization and convert them into client partnerships
- Support our partners in win-win sales efforts through joint partnerships.
- Lead all aspects of the sales process for hospital territory (lead generation, prospecting, initial meetings, negotiations, closing, and ongoing relationship management)
- Establish and maintain contacts at highest levels of decision-making authority within prospective and existing accounts
- Maintain and upsell existing clients with new products, additional capabilities and new services
- Deliver competitive market intelligence to product management, marketing and senior executive team
- Experience developing and successfully executing on a strategic sales plan and budget
- The role reports directly to the SVP of Sales and Marketing.

Qualifications

- Demonstrated sales success and strong relationships at hospitals and health systems
- History of top ranking quota and performance achievement
- Motivated by challenging work, quantifiable goals and securing partnerships based on mutual value creation
- Ability to communicate and influence in written and verbal forms
- Strong aptitude for networking and building relationships
- Assertive sales mentality with an interest in influencing others and building partnerships
- Interest in exploring a nascent industry and developing opportunity across a host of stakeholders
- A high level of intellectual curiosity
- Strong, consistent values and a proven work ethic and drive
- High energy level and a passion to see healthcare delivery transformed

Compensation and Benefits

MyHealthDirect offers a competitive salary and benefits package that is commensurate with experience.

To Apply

Interested candidates should submit a resume, cover letter, and salary expectations to:
Careers@MyHealthDirect.com

MyHealthDirect is an equal opportunity employer.