



Job Brief

Big Data Healthcare is looking for several Regional Vice Presidents – Business Development (RVP) to create long-term, trusting relationships with new and existing customers. The RVP's role is to oversee a portfolio of assigned new and existing customers, be an aggressive "Hunter" and develop new business, but also cultivate new business opportunities from existing clients. Regions include:

- Western Region
- Mountain Region
- Northeast Region

RVP's Responsibilities:

- Operating as the lead point of contact for any and all matters specific to your accounts
- Building and maintaining strong, long-lasting customer relationships
- Acquiring a thorough understanding of key customer needs and requirements
- Expanding the relationships with existing customers by continuously proposing solutions that meet their objectives

What does an RVP do?

The core responsibilities will include developing strong relationships with new customers, connecting with key business executives and stakeholders and preparing Sales Projection reports. The RVP will also answer client queries and identify new product opportunities among existing customers. In this role, you will liaise with cross-functional internal teams (including Customer Service, Sales, Product Development, and Executive Management departments) to improve the entire customer experience. This position may require occasional travel.

If you are familiar with account management software (CRM), have a flair for Healthcare / Client communication and understand Healthcare Revenue Cycle payments and remittance trends, we'd like to meet you. Ideally, candidates for this role will know how to meet ambitious individual and team-wide sales quotas.

Ultimately, a successful RVP should collaborate with our sales team to achieve quotas while keeping our clients satisfied and engaged with our products and services in the long-run.

Responsibilities

- Serve as the lead point of contact for all customer account management matters
- Build and maintain strong, long-lasting client relationships
- Negotiate contracts and close agreements to maximize profits
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status
- Collaborate with sales team to identify and grow opportunities within territory
- Assist with challenging client requests or issue escalations as needed

Requirements

- Proven work experience as a Healthcare Product / Service Sales and Account Manager, Key Account Manager, Sales Manager, Junior Account Manager or relevant role within Healthcare
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level
- Solid experience with CRM software (e.g. Salesforce, Zoho CRM or HubSpot) and MS Office (particularly MS Excel)
- Experience delivering Healthcare client-focused solutions to meet customer needs
- Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Excellent listening, negotiation and presentation abilities
- Strong verbal and written communication skills
- BA/BS degree in Business Administration, Sales or relevant field

Compensation

Big Data Healthcare offers a competitive compensation package (commensurate with experience).

Manager: Dean D. Puzon – President, Big Data Healthcare
Email: dpuzon@bigdatahc.com
Phone: 877-698-0777 ext.5