



# Job Description

M/F/D/V ~ TechSolve is an Equal Opportunity and "At-Will" Employer

---

**Position Title:** Healthcare Sales / Business Development  
**Status:** Full-time/Exempt  
**Reports To:** EVP, Consulting Services

**NEEDED:** Representatives for Columbus, Ohio and/or Louisville, Lexington, Kentucky or Indianapolis, Indiana Areas

## Summary/Purpose:

This position is responsible for generating leads, developing relationships, and securing business for TechSolve's healthcare consulting practice.

## Essential Responsibilities:

1. Relationship Building
  - Actively network to develop strategic partnerships, relationships and referral business with organizations and personnel in the Healthcare industry.
  - Leverage relationships to develop business opportunities for TechSolve that are aligned with TechSolve's growth strategies.
  - Present TechSolve's services, capabilities and case studies/client success stories through formal speaking engagements.
2. Lead Generation
  - Conduct phone calls and send emails, letters, etc. in support of lead generation, sales and business development activity.
  - Generate leads and business opportunities leveraging prior relationships, healthcare connections and referrals.
  - Aggressively pursue leads and business opportunities generated through TechSolve's marketing-related activities (e.g., website, networking events, conferences, seminars, partnerships, referrals, etc.).
3. Customer Sales Meetings
  - Coordinate and conduct sales meetings with C-level and VP-level Healthcare executives focused on business opportunities for TechSolve that are aligned with TechSolve's growth strategies.
  - Qualify sales opportunities by understanding customer needs, quantifying potential issues, and determining the customer's budget and decision-making process.
4. Proposal Development
  - Assist and support TechSolve's delivery consultants in conducting site visits and assessments to develop solutions addressing customer needs.
  - Write proposals and other sales-related documents supporting the needs of the Healthcare practice.
  - Consult with TechSolve's EVP, Consulting Services on Go/No-Go, deal review and pricing strategies.
  - Aggressively close business and secure signed contracts to meet or exceed annual individual sales goals.
5. Relationship Management
  - Cultivate, manage and effectively interface with customer personnel at all

- organizational levels as required to build long-term relationships.
- Coach and guide team members before meetings, presentations and proposals.
6. Administrative Responsibilities
- Requires the ability to develop effective working relationships with all company staff and observe/work within company's existing policies, practices, and procedures. Submit timely internal status reports, sales reports, timecards, expense reports, etc., as required by the organization.
  - Prepare and present sales presentations, business unit status reports, etc. to internal and external customers.
  - Participate in developing long-range strategies and near term tactical plans with TechSolve's executive, marketing, sales, delivery and administrative staff that are consistent with TechSolve's overall Mission, Vision, and Growth Plan for development of TechSolve's Healthcare practice.

### **Marginal Duties/Responsibilities**

Perform other job-related duties as assigned.

### **Additional Requirements/Qualifications**

#### **Education/Experience:**

Ten or more years of clinical, administration, supervisory and/or sales experience specifically in the Healthcare industry. Established high-level relationships within the healthcare community a must. Formal training in Sandler sales methodology desired. Hands-on experience with Continuous Improvement practices desired – knowledge and experience in Lean and/or Six Sigma preferred. MBA preferred.

Proficiency in software applications such as MS Office required in the performance of job duties.

#### **Language Skills:**

Must be able to communicate effectively with client personnel and employees at all organizational levels and develop effective working relationships with staff and a network of technical resources. This includes making presentations, serving as an instructor, and presenting timely reports to management.

#### **Reasoning Ability:**

Individual must be a team player with the ability to exercise independent, sound judgment and discretion; ability to solve problems, be able to plan; be well organized with the ability to multi-task; work well under pressure; take initiative, and be flexible and cooperative.

#### **Physical Demands:**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit and use hands to finger, handle, or feel; with the ability to use a computer keyboard and monitor.

The employee is frequently required to talk or hear; including the ability to communicate verbally both in person and on the telephone. The employee is required to walk, stand, bend, and reach with hands and arms. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, color vision, peripheral vision, depth perception, and ability to adjust focus.

**Work Environment:**

Normal office environment and standard hours with occasional overtime are to be expected. Some time may be spent working in Healthcare, hospital and/or government facilities as dictated by projects. The position may require the ability to travel by aircraft and automobile to remote locations as needed, and the ability to drive/operate an automobile. Estimated travel 10-35%.

*This description is not intended to be an exhaustive list of all responsibilities, skills, efforts, or working conditions associated with the position. It is, instead, a description of the **essential elements** of the position that are needed for recruitment, placement, orientation, training, competency and performance assessment, classification, compensation determination, and other Human Resource actions.*

T:\Job Descriptions\Job Descriptions -- Update 7-08\Staffing -- Recruiting -- Job Descriptions\2011 Job Descriptions\Healthcare Sales-Business Development Job Description - 2011-05-09.doc