

TECHSOLVE, INC.

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

Date: February 2010

Summary/Purpose:

This position is responsible for developing relationships and securing business for TechSolve’s Healthcare consulting practice. This includes working with TechSolve’s marketing, sales and delivery staff to:

- develop strategic Healthcare-related partnerships and business opportunities
- orchestrate sales meetings with Healthcare executives
- aggressively pursue leads and business opportunities
- assist consultants in assessing and quantifying customer needs
- prepare and present sales presentations and proposals
- close business
- manage customer needs and expectations

Essential Responsibilities:

1. Meet or exceed annual individual sales goals.
2. Effectively interface with customer personnel at all organizational levels as required to aggressively close business and secure purchase orders/signed contracts.
3. Present TechSolve’s services and capabilities through formal speaking engagements and in one-on-one sales visits.
4. Actively network to develop relationships and referral business with personnel and organizations within the Healthcare industry. Leverage relationships to develop business opportunities for TechSolve that are aligned with TechSolve’s growth strategies.
5. Aggressively pursue leads and business opportunities from prior relationships, networking events, conferences, seminars, partnerships, etc.
6. Conduct follow-up phone calls and send emails, letters, etc. in support of lead generation, sales and business development activity.
7. Support TechSolve’s marketing, sales and delivery staff in lead generation and promotional activities for TechSolve’s Healthcare practice.
8. Participate in developing long-range strategies and near term tactical plans that are consistent with TechSolve’s overall Mission, Vision and Growth Plan for development of TechSolve’s Healthcare practice.
9. 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.
10. Assist TechSolve’s consultants in conducting site visits and assessments to identify customers’ needs and quantify potential opportunities.
11. Consult with EVP, Consulting Services on Go/No-Go, deal review and pricing strategies.
12. Prepare and present consulting proposals, sales presentations and business unit status reports to internal and external customers.
13. Coach and guide team members before meetings, presentations and proposals.
14. Provide timely internal reports to management (timecards, status reports, expense reports, etc.).

Marginal Duties/Responsibilities

Perform other job-related duties as assigned.

Additional Requirements/Qualifications

Education/Experience:

Ten or more years of industry experience, supervisory and/or sales experience specifically in the Healthcare industry. 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; 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%-30%.

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.