

Job Description

JOB TITLE: Regional Sales Director

GENERAL SUMMARY OF DUTIES: The Sales Director is responsible for meeting and exceeding revenue generation goals and managing accounts to maintain long-term client relationships. Moderate to extensive travel is required.

SUPERVISION RECEIVED: Reports to Senior Vice President, Sales.

LOCATION: Regionally located.

ESSENTIAL FUNCTIONS:

- Develop a comprehensive strategic sales plan for the assigned geographical territory.
- Develop a comprehensive list of potential target clients.
- Close accounts in the agreed upon timeframes.
- Actively participate with sales, integration, and implementation teams.
- Consistently listen to existing and potential clients and provide feedback to the management and client services teams.
- Thoroughly understand MPV products and services, and articulate benefits of the products and services (value proposition) to the clients.
- Consistently contribute to the marketing, sales process, and competitive information for the Company.
- Participation in the collection of outstanding balances.
- Exhibit expert proficiency in the MPV sales standard process.

EDUCATION: Bachelors degree or greater in related field, or equivalent education and experience.

EXPERIENCE:

- Demonstrable, sustained success as a healthcare sales executive, responsible for implementing strategies and designing the tactics to achieve the strategic sales objectives.
- A proven track record in consistently exceeding sales targets through personal client account closings.
- Demonstrated success in selling and negotiating contracts in a complex healthcare organization.
- Developed channel partners to provide cross-selling opportunities.

SKILLS:

- Understanding of the dynamics of the healthcare industry with particular emphasis upon physician practices and integrated delivery systems.
- An understanding of the organizational models and needs of practicing physicians.
- Knowledge of current and evolving technologies in the areas of practice management systems, and information and data management intelligence.
- Working understanding of technology as applied to healthcare financial operations.

PERSONAL ATTRIBUTES:

- Motivates clients into action by effectively and enthusiastically communicating a compelling presentation of MPV's product features and benefits.
- Develops and maintains effective business relationships to help attain goals and optimize potential synergy.
- Self-directed, able to work both independently and collaboratively within a team structure.

COMPENSATION/BENEFITS:

A competitive compensation package will be provided. Benefits include a comprehensive medical and dental plan, STD/LTD, life insurance, cafeteria plan, a 401(k), stock options and PTO policy.

PROCEDURES FOR CANDIDACY:

Please send resumes or nominations to:

Allison Cayce

Vice President, Human Resources

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