

Designation: Director- Sales

Reporting to: Chief Revenue Officer

Innovaccer is looking for a sales leader who will be required to lead every facet of the product's journey starting from positioning, competitive analysis, feature prioritization and all external communication. As a Sales lead, the person will have to work very closely with the key stakeholders to understand the market and the needs of target audience, define goals and strategy to drive sales, awareness and adoption.

Job description

Position Overview

The Sales Director works with prospective Healthcare companies (Providers and Payors) to gain a thorough understanding of their healthcare needs and agenda, leverage the full spectrum of Innovaccer Inc's resources and attains assigned sales quota.

Essential Responsibilities

- Is responsible for developing and maintaining a sound pipeline of new business opportunities within the healthcare industry
- Identifies key prospects to target within assigned region.
- Is personally responsible for delivering new business sales to meet or exceed annual quota within assigned geography for prospective clients.
- Assumes primary responsibility for the total customer relationship during the sales cycle.
- Leads the overall sale of new business by following an established capture and proposal response process.
- Effectively builds relationships, collaborates and partners with a cross-functional team
- Strategize and meet with prospective clients and to deliver compelling presentations, solution demonstrations, proposals and orals that result in new business revenue.
- Effectively engages in complex negotiations with prospective clients and teaming partners around business commitments and the details of each proposal.
- Maintains regular contact with senior and executive-level decision makers - utilizing both on-site sales visits and remote communication for assigned prospects.
- Represent the company at industry conferences and meetings.
- Handle and manage all tenders/ RFP / RFI specifications

Required Skills and Experience

- Passion for Technology
- Successful experience in a healthcare sales role, with a demonstrated track record of achieving or exceeding business objectives and sales targets
- Preferably with prior experience of solution selling
- Experience selling to executive-level decision makers and leadership.
- Excellent business instincts - able to function well in a competitive, changing environment.
- Strong oral and written communications skills are mandatory.
- Willingness to travel (average 70%).
- History of surpassing sales quotas by selling complex information to help Healthcare Providers and ACOs meet their business objective
- Ability to prospect new customers through leveraging industry contacts, networking and cold-calling.
- Must be willing to work in a growing start up and should be flexible with expectations, willing to work long hours as and when required. We believe in rewarding performers
- Proficiency in solution selling in complex sales cycles with C-Level interaction and strong closure skills.

Education / Certifications

- Engineering graduate with good academic record

About InnovAccer

InnovAccer simplifies access to structured data and analytics through of machine learning and Big Data technologies. With offices in San Francisco and Noida, InnovAccer is transforming the way Corporations, Research Houses, and Think Tanks extract intelligence from data.

Recognized by 500 Startups, TiEcon 2015, Forbes, NASSCOM among others, InnovAccer's products & services are deployed at the most critical international bodies, educational hubs and corporate including the likes of Mercy, CHI, Sonic Healthcare, United Nations, NASA, Tata Mutual Funds, IAB, Global Entrepreneurship Monitor, Brazilian Govt, researchers from Harvard, Stanford, MIT and many more.

To read more, please visit our website: www.innovaccer.com