

**Job Title:** Sales Executive - Southeast

**Reports To:** VP of Sales

**Employment Status:** Full Time

**Salary Range:** \$65,000-\$75,000-\$85,000

**Commission:** A commission plan will be in place for each year. This plan will be developed and agreed to align with the current business objectives and market conditions.

### **SUMMARY:**

Readiness Rounds provides acute care hospitals with a High Reliability solution that improves patient safety, quality of care and experience. This includes a robust software platform, consultation and Well Screen, a hospital access wellness screening and visitor management system. You are accountable for overall sales performance, the profitable achievement of sales goals and for aligning sales objectives with firm business strategy.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Aligns the sales objectives with firm business strategy through active participation in Sales Team strategic planning, sales strategy development, forecasting.
- Meets assigned targets for profitable sales volume, market share, and other key financial performance objectives.
- Track customer contact and prospect information in performance management system. This includes establishing, prioritizing, and meeting critical performance measures.
- Establishes and maintains productive relationships with customers and prospects.
- Responsible for the effective transition of the client to the operations team and maintaining an ongoing relationship with the client.
- Responsible for getting the agreement signed, a purchase order signed and collecting the first payment.
- This list of duties and responsibilities is illustrative only of the tasks performed by this position and is not all-inclusive.

### **COMPETENCY:**

To perform the job successfully, an individual should demonstrate the following competencies.

- Exceptional Customer Service skills.
- Understanding of hospital processes and systems.
- Ability to operate various word-processing systems, project management software, spreadsheet software, and database programs.
- High level of competence in HubSpot (preferred) and Microsoft Outlook/Excel/Word/PowerPoint.
- Adept at working with wireless devices, connecting to Wi-Fi networks, etc.
- Maintain confidentiality.
- Communicate efficiently and effectively both verbally and in writing.
- Follow instructions furnished in verbal or written format.
- Able to work independently and with a team.

### **QUALIFICATIONS:**

- To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.
- The ability to organize and manage a wide variety of task and activities in a logical manner is a critical qualification for this position.
- Interact and maintain good working relationships with individuals of varying social and cultural backgrounds.
- The education and experience requirements listed below are representative of this position's requirements.

**EDUCATION/EXPERIENCE:**

- Proven sales goal success
- Bachelor's Degree in Business, finance, or marketing
- 2 years of similar experience OR
- Combination of experience and education
- Must have experience in Healthcare Sales

**LOCATION:** Southeast Based.

Must reside in one of the following States: TX, AR, LA, MS, AL, TN, GA, FL.

**TRAVEL:** Required

Employees must provide high speed internet.

**Readiness Rounds requires all employees to be fully vaccinated unless there is a medical or religious exemption.**