

Position Title: Director, Business Development and Sales
Date Posted: June 19, 2018
Department: Sales
Reports to: Managing Director
Type of Position: Full-time
Location: Virtual work from home

Purpose of the Position:

Lead subscriber business development and sales efforts for Pharmacy Profiles, targeting pharmacist employers, health plans, managed care entities, pharmacy networks, and other potential prospects.

Essential Duties of the Position:

Function 1

With direction and oversight by the Managing Director, target and engage in sales outreach to an array of subscriber prospects

- Identify and prioritize business development opportunities in diverse markets
- Research and develop sales prospect leads and key contacts in these identified markets
- Prepare and deliver sales presentations to subscriber prospects
- In collaboration with the marketing team, develop appropriate marketing collateral for diverse subscriber prospect audiences
- Travel extensively in support of business development activities, including participating in multiple industry meetings annually
- Develop proposals and agreements for prospective subscribers in consultation with the Managing Director and, as appropriate, Legal
- Track all sales activity on an ongoing basis and provide regular status reports

Function 2

Support the development and management of sales and marketing budgets

- Develop subscriber sales projections in coordination with the Managing Director
- Coordinate with the Managing Director and Marketing Lead to develop and manage quarterly and annual sales and marketing budgets

Function 3

Supervise key subscriber accounts and ongoing reporting to subscribers

- function will migrate to an Account Manager as Serve as the key contact for Profiles subscribers post-sale.
- Work with Operations and Product Management teams to ensure subscriber accounts are set up and the services committed to as part of the subscriber agreements (reports, alerts, etc.) are successfully delivered
- This subscriber sales mature

Minimum Qualifications

Education required:

Bachelor's degree or above, preferably in business administration, marketing, or a related area

Experience required (5+ years):

- Extensive experience in health, technology, or pharmacy services sales and marketing
- Experience working under high-pressure deadline environments
- Experience in use of Microsoft Office tools (MS Word, PowerPoint, Excel)

Additional skills, knowledge and abilities required:

- A self-starter with the ability to work independently and manage multiple business development activities simultaneously
- A very good presenter with well-honed listening skills
- Excellent oral and written communications skills

Other Pertinent Information:

- Full-time position
- Can be virtual, work from home
- Salary plus commissions compensation structure