



JOB TITLE: Regional Sales Executive
DEPARTMENT: Sales
SUPERVISOR: Director of Sales

Apollo Managed Care, Inc. was founded in 1997 with a specific objective: To provide affordable, best-in-class Medical Review Criteria and Guidelines to the medical community.

A leading provider of evidence based guidelines for the healthcare industry, our publications have been a trusted resource for providing Medical Review Criteria and Guidelines that assist in identifying case management and treatment options that are appropriate and medically necessary. Apollo's Medical Review Criteria and Guidelines are 100% evidence-based.

GENERAL JOB DESCRIPTION

Under the supervision of the Director of Sales, the Regional Sales Executive is responsible for supporting sales strategies that maximize growth and sales opportunities in key markets. The Regional Sales Executive conducts customer outreach and works with existing clients to apprise them of new products and features, through on-line or in-person presentations with the support of marketing materials to increase revenue. The Regional Sales Executive functions as the primary point of contact for any accounts s/he establishes. The Regional Sales Executive is responsible for continuously updating the company's CRM with account and prospect information, meeting performance indicators in relation to customer outreach, and sales quotas. On-site demos and implementations, at customer's request, as well as travel for meetings or conferences may be required.

DUTIES AND RESPONSIBILITIES

- Supporting sales strategies through customer recruitment and outreach
- Provides support to clients as the primary point of contact
- Updates company's CRM regularly
- Meets performance and sales goals
- Travel for demos, implementations, and conferences, as need
- Other duties, as assigned

JOB QUALIFICATIONS AND EXPERIENCE

- Bachelor's Degree required, Master's preferred.
- Two (2) years' experience in a similar position within the healthcare field.
- Managed Care and Utilization Management knowledge.
- Strong organizational and communication skills are required.
- Comfortable working with and presenting to all levels within an organization.
- Must hold a valid driver license.
- Ability and willingness to travel, up to 50%.

EDUCATIONAL/LICENSE REQUIREMENTS

- Bachelor's Degree