



Job Title: Regional Account Executive
Department: Sales
Supervisor: Director of Sales
Location: Valencia, CA

Job description

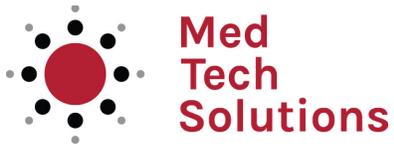
Med Tech Solutions (MTS) is a leading healthcare Cloud computing company focused on reducing the complexity of IT. We work exclusively with healthcare organizations across the United States, providing simple and cost-effective HIT and Cloud solutions. MTS is headquartered in Valencia, California, with regional offices in Silverton, Oregon, St. Louis, Missouri, and Morristown, New Jersey.

www.medtechsolutions.com

MTS is growing! We are currently seeking a Regional Account Executive to join our team. We are searching for a motivated sales professional with industry knowledge and a proven background in selling monthly recurring services contracts, professional services and solutions sales. This is a hunting, not a farming, role. The Regional Account Executive is expected to continuously cultivate new opportunities through a high-volume of prospecting activities. A successful Regional Account Executive will participate in all aspects of the sales and marketing process, and will be a big contributor toward the successful growth of the company!

Responsibilities include:

- | Prepare strategic plans regarding daily activities, lead generation, customer contact, and structure of calls/appointments/follow-ups
- | Building and maintaining advisory relationships with senior executive-level customers and customer influencers
- | Preparing presentations, proposals, and sales contracts
- | Creating and maintaining a customer pipeline, hitting quota goals on a quarterly basis
- | Accurately forecasting sales figures and projections
- | Manage accurate data and record-keeping in our CRM system
- | Completing weekly and monthly forecasting and pipeline reporting



Skill Recommendations:

- | 2-5 years' relevant experience with proven track record in monthly recurring services sales
- | Working knowledge of computer technology in a business setting
- | **Healthcare IT technical background a HUGE PLUS!**

Benefits: This is a full-time position that is paid a salary plus sales commission, with no cap. Additional benefits include PTO, paid holidays, training, various health plans to choose from, dental, 401(k) with company match, FSA option, disability insurance, and paid life insurance.