

Job Title: Regional Director – VP Sales (Based on experience)

Location: US Remote (with domestic and international travel).

Job type: Full-Time

ECLAT Health is seeking to identify outstanding sales leaders to join the organization as Regional Director of Sales in several US markets. The Director will be responsible for pursuing, developing, and sustaining RCM sales leads and prospects in the healthcare provider vertical. The ideal candidate will have significant knowledge and experience in selling Provider solutions to C-level executives in the Provider vertical.

Job Responsibilities:

- Demonstrate outstanding networking capabilities and exhibit a professional polished demeanor and business maturity.
- Develop and deliver solution proposals and presentations for Provider services
- Meet and exceed established sales targets including calls per day, meetings per month, closing proposals and revenue targets
- Manage sales funnel to analyze and control pipeline activity and monitor sales activity against assigned budget.
- Effectively communicate value propositions through presentations and proposals.
- Maintain an accurate pipeline and forecast within our CRM system including but not limited to up-to-date data entry of leads and prospects into HubSpot.
- Responsible and accountable for planning, qualifying, obtaining, and managing new and existing sales opportunities within a geographically defined territory to achieve and exceed business plans
- Frequently travel within the sales territory to provide onsite presentations to Executive staff within hospitals & healthcare systems
- Maintains professional and technical knowledge by attending networking events and partnering with industry associations
- Other duties as assigned

Job Requirements:

- 7+ years of sales and business development experience selling healthcare Provider services
- Bachelor's Degree preferred
- Strong rolodex of relevant contacts
- Strong networking skills and hunter sales skills
- Strong domain knowledge of the entire Revenue Cycle and Provider processes
- Active participation in regional and national HFMA chapters
- Long-term client relationship development and management skills
- Ability to frequently travel nationwide as necessary
- Excellent written, verbal and presentation skills

Job Skills:

- Self-driven and problem-solving attitude.
- Communicates effectively and efficiently with company stakeholders at multiple levels (Director, VP, C-suite).
- Willing to learn and take on any challenge presented within the revenue cycle process.
- Excellent critical thinking skills to form resolutions as needed.

Benefits:

ECLAT delivers a people-oriented, equal opportunity culture that supports a friendly work environment, innovative ideas, and a benefits-rich employee package.

- Competitive base salary + commission
- Health, Vision, and Dental plans
- Paid Time Off, Paid Holidays
- 401k plan with designated company match

About ECLAT Health Solutions

Founded in 2008, ECLAT Health Solutions has been continuously servicing high-quality revenue cycle management healthcare support services for hospitals and health systems nationwide with a focus on delivering the fastest, most accurate, flexible, and affordable solutions available. Recognized as one of Inc.'s 5,000 fastest-growing private companies in America this year, ECLAT Health Solutions is looking to expand services in revenue cycle management by offering effective operational strategies that deliver customized solutions for medical coding accuracy, medical billing processes, ICD-10 Auditing, CDI advances and more.

"People are our greatest asset" is much more than just an expression to ECLAT. We make every effort to foster an environment where our teams can find an ideal balance between work and fun. Employees at ECLAT believe in being client-centric, open and ethical, innovative, and outcome-driven. ECLAT is an equal opportunity employer and believes in creating a supportive and diverse workplace.

For more information, please visit our website at www.eclathealth.com.