Job Title: Director, Sales (Payer)

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

Job type: Full-Time

Start Date: Effective immediately

ECLAT Health is seeking to identify outstanding sales leaders to join the organization as director of Sales for the Risk Adjustment market for payers and at-risk providers in the US markets. This position will be responsible for pursuing, developing new logos in the Risk Adjustment/Government Payer vertical. The candidate must have significant knowledge and experience in selling Risk Adjustment solutions to C-level executives in the in the payer and provider market.

Job Responsibilities:

- Demonstrate new logo lead generation and moving deals through the pipeline funnel.

- Demonstrate outstanding networking capabilities and exhibit a professional polished demeanor and business maturity.

- Develop and deliver solution proposals and presentations.
- 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 in healthcare 3-5 years' experience in Risk Adjustment
- Bachelor's Degree preferred
- Strong rolodex of relevant contacts
- Strong networking skills and hunter sales skills

- Strong domain knowledge in government payers and risk adjustment

- 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 risk Adjustment 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.

About ECLAT Health Solutions

ECLAT Health Solutions, Inc. (ECLAT) is a trusted partner to some of the nation's largest health systems and government payers. Our core focus revolves around Revenue Cycle Management and Risk Adjustment solutions, providing a robust Business Process Outsourcing (BPO) portfolio and advanced technology solutions. These solutions empower our esteemed clients to reduce costs, enhance revenue recognition, and optimize cash flow. What distinguishes ECLAT from the competition is our unwavering commitment to delivering superior outcomes by deploying flexible, scalable services and cutting-edge technologies.

 ECLAT has consistently delivered excellence since its inception in 2008, providing top-tier coding, audit, Clinical Documentation Improvement (CDI), and Chart Review solutions. We take pride in owning both our coding workforce and proprietary technology. Our training and Quality Assurance processes have been further fortified by integrating our advanced ML/NLP Platform, "Evaire." ECLAT deploys an advanced NLP/ML engine to analyze all incoming charts, identifying conditions for coder review. Subsequently, our skilled coders perform comprehensive record evaluations encompassing validation, additions, and deletions.

 ECLAT offers a fully integrated platform that can be licensed directly as a Software-as-a-Solution (SaaS) that supports BOTH prospective and retrospective review utilizing NLP/ML and NLP/ML enabled Pre-Visit & Post-Visit (Pre-Bill) HCC CDI Solution with Configurable NLP technology processes both structured and unstructured chart data as well as claims data that are surfaced to the providers in the EMR so they can confirm or deny for documentation improvement opportunities.

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