



## Account Executive

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### We're Hiring!

We are seeking a solution-oriented, sales professional with a verifiable track record of sales success to represent our state of the art, software-as-a-service (SaaS) EDI Solutions products in the Healthcare Provider Industry. Our clients are hospitals, large physician groups and large medical billing companies.

This individual must be highly knowledgeable and experienced in Healthcare Revenue Cycle Management Solutions sales. The characteristics we require are: "hunter's" mentality; self-starter; tenacity; commitment to dramatically grow our annual revenues and profits; loyalty.

The Account Executive will enjoy a highly competitive salary and commission plan, full benefit plan, matching 401k program, travel reimbursement and training program. Etactics provides excellent opportunities for advancement and professional growth.

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### Requirements

**Education:** Bachelor's degree or equivalent professional work experience

**Miscellaneous:** Stable job history  
Ability to accommodate up to 30% travel

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### Duties and Responsibilities

- Proactively building and maintaining relationships with existing accounts and prospective clients with an emphasis on C-Suite Executives
- Become knowledgeable on all pertinent aspects of a customer's business including overall company strategy, EDI strategies, IT initiatives, marketplace challenges and other business partners the customers with whom they are engaged
- Coordinate, attend and facilitate customer meetings and presentations
- Communicate product ideas, market intelligence as it relates to clients, prospects and competitors to senior management
- Achieve performance at or above quota by managing sales cycles of "ready to sell" offerings within 6 months and more complex solutions within 12 to 18 months
- Identify new business opportunities within assigned accounts and/or territory
- Monitor sales and "client health" KPI reports and deliver reports as appropriate



### Skills and Qualifications

- Experience in direct sales or account management (with revenue targets)
  - Ability to balance duties from an operational function (i.e. implementation issues) to C-Suite level relationship building
  - Demonstrated ability to achieve quantitative goals, take direction, and work independently
  - Exceptional oral and written communication abilities and presentation skills
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