

Junior Account Executive

GlobeStar Systems is a leader in integrated clinical communication. Our cornerstone product, Connexall®, is an award-winning Enterprise grade IoT platform, purpose built for the healthcare industry. Connexall® delivers a customizable suite of integration solutions to meet the unique and specific communications requirements of any organization. Connexall® services over 1,500 healthcare providers around the world, helping customers improve clinical workflow and driving better patient and staff outcomes.

Job Title: Jr. Account Executive

Type: Full Time

Start Date: Immediately

Location: USA, Remote

Job Description

Reporting to the Interim SVP of Sales and Marketing, the Junior Account Executive will be responsible for managing the sales pipeline and maintaining control of all sales aspects to ensure reasonable cycle length, sales volumes and win rate in an assigned territory. You will maintain a high-level understanding of Connexall general platform capabilities, features, and value propositions.

Primary Responsibilities

- Aggressively pursue and achieve a minimum of 100% of assigned quota (annually and quarterly) while managing long and complex selling process including contract negotiations.
- Establish direct contact and build strong relationships with customers at Director, VP, and other Executive levels including C level.
- Prospect into new and existing accounts to generate quality opportunities and move them through the sales funnel.
- Confidently and quickly build rapport with new customers and or re-establish relationships with existing customers to become the “trusted advisor.”
- Work closely with corporate pre-sales resources in customer situations to assess business problems, qualify, and build value propositions.
- Lead, orchestrate and deliver sales calls, demonstrations, and presentations to accounts in order to close deals.
- Position capabilities of Connexall technology offerings to customer’s clinical, operational, and business issues to deliver Connexall’s Unique Value Proposition.
- Develop and construct creative proposals and sales presentations in order to engage customers and close deals.
- In conjunction with management, set weekly goals and objectives based on territory plan and target quota.
- Accurately and clearly communicate Customer challenges and issues to internal resources in both written and verbal form, work with the internal team to solve.

- Build strong relationships internally in order to leverage resources as required assisting in the progression of an opportunity.
- Review Sales funnel activity on a weekly basis with sales management and maintain accurate and up-to-date sales tracking data in CRM system on a daily basis.
- Self manage and balance priorities between competing demands from multiple customer-facing projects, self directed work and support related activities.
- Other duties as necessary.

Qualifications

- University Degree in Business, Marketing, or other relevant discipline.
- Engaging personality, curiosity, energy, and passion for Healthcare.
- Excellent written and verbal presentations skills in English.
- Experience in Healthcare IT, Consulting or Clinical Solutions sales experience preferred.
- Success selling to Hospitals, Health Systems and Healthcare executives considered an asset.
- Consultative, “needs analysis” selling experience and style for software applications.
- Thorough understanding of Healthcare clinical and operational workflows.
- Experience with hospital language and protocol with understanding of Healthcare complexity and trends preferred
- Organized sales and business methodology.
- Comfortable in an innovation driven, entrepreneurial company environment.
- Ability to travel (50%-70%).

Benefits:

- Competitive annual salary.
- A rich benefits package, including medical, dental, life, long-term disability insurance.
- Vacation.