

Regional Sales Manager

Mirixa, a growing healthcare technology company, is seeking a Regional Sales Manager to sell pharmacy-based clinical service programs to health plans and employers, both directly and through partner organizations such as PBMs.

Education: Bachelor's degree

Experience:

- Minimum of 5 years of experience selling to the health plan and PBM markets
- Experience with successful engagement of C-level management and executives required
- Experience with Medicare programs (Parts C and D) a plus
- Experience selling pharmacy-based clinical services a strong plus

Skills:

- Significant experience understanding internal and external business environment and trends in the pharmacy services space
- Demonstrated ability to take initiative, guide the sales process and serve as “quarterback” for all account-related issues
- Verified record of achievement of goals/quotas
- Exceptional interpersonal and relationship building skills
- Proven ability to create and execute a sales plan
- Superior communication style, presentation skills, and business acumen
- Outstanding organization skills; must be comfortable multi-tasking and prioritizing within a high volume, fast-paced environment
- Excellent verbal and written communication skills
- Familiarity with basic computer programs and CRM tools including salesforce.com

Responsibilities:

- Responsible for new business development and revenue generation within the assigned region
- Meets revenue targets set by Vice President of Sales
- Provides accurate account sales forecasts and proactively upsells new programs
- Utilizes data to understand customer business needs and identify opportunities
- Consistently creates and follows a sales plan, including account targeting and prioritization; regularly assesses progress on opportunities
- Builds and develops a robust and accurate pipeline for new clients through cold calling, reviewing previous business contacts, and other methods
- Maintain accurate and timely account-related records via CRM tool
- Submit necessary routine and special reports as requested by VP of Sales and other executive team members

- Manages customer relationships throughout the implementation process and coordinates/leads resolution of operational issues
- Tailors market offering and value proposition to demonstrate to each customer how Mirixa products/services are the best solution
- Communicates sales activities on a regular basis to Marketing, Product, and Executive teams
- Ability to travel up to 65% of the time

Mirixa is an equal opportunity employer. Applicants should be cleared to work in the U.S. Relocation assistance is not available at this time.