

## Junior Account Executive

### SALES DEPARTMENT

InSight Telepsychiatry is looking for a dynamic individual who possesses the knack to uncover prospects and leads and will assist our Account Executives as they bring in and develop new partners. The Junior Account Executive will be responsible for supporting InSight's team of Account Executives and its Sales Manager in implementing our business development strategies to grow our pipeline and provide account management support. This entry-level position is an excellent stepping-stone for someone looking to grow into being a regional account executive for the rapidly growing leading national telepsychiatry organization. This position is open to any individual who resides near a major east coast metropolitan airport.

### Organization Overview

InSight is the leading national telepsychiatry organization with a mission to transform access to behavioral health care through innovative applications of technology. InSight's behavioral health providers bring care into any setting on an on-demand, scheduled or connected services basis. With 18 years of telepsychiatry experience and an active footprint in telepsychiatry-related advocacy, InSight is recognized as an industry thought-leader. InSight is the telemedicine arm of the CFG Health Network, a behavioral health organization that delivers onsite services across the spectrum of care. These roots in onsite care influence InSight's approach to appropriate, quality services delivered through telehealth.

[www.InSightTelepsychiatry.com](http://www.InSightTelepsychiatry.com)

### Job Responsibilities

- Assist in key marketing and sales initiatives to drive the prospect pipeline
  - Conduct cold calls
- Arrange and participate in sales demonstrations with the Account Executives
- Attend 3-4 conferences per year
- Assist with the development and ongoing maintenance of sales data funnels for each line of business
- Help with proactive account management projects for current partners
- Assist with referral and expansion campaigns with current partners
- Source new business leads
- Track all data in Salesforce
- Pull and organize data from various lead databases
- Develop an extensive understanding of current customers and potential prospects
- Research and help develop new markets
- Conduct competitor research
- Work closely with a designated marketing team member to design, implement and track lead generation campaigns
- Assist with webinars, advocacy campaigns, thought leadership promotion and other outreach to further cultivate leads
- All other duties as needed

### Position Requirements

- Bachelor's degree in marketing or a business related field
- High level of effective communication and problem solving skills
- Enjoys speaking with people to uncover needs and provide solutions
- Independent worker
- Demonstrated organization and time management skills
- Demonstrated ability handling multiple and shifting priorities
- Comfortable working with a remote team

### Ideal Candidate

- Healthcare sales or marketing experience
- Ability to understand long term prospecting cycles
- A team player who enjoys helping others succeed
- An individual looking to make an impact and grow responsibilities over time
- A Salesforce expert

### Job Details

- Full-time, normal hours of operation are 9am-5pm
- Position available July 1, 2017
- Flexible location: Ability to work from Lynchburg, VA office is preferred
- Works primarily from home and joins most meetings remotely
  - Overnight travel is required up to 5% of the time
- Competitive base salary
- Reports to the sales manager

Please send a resume and cover letter to Sandie Shafer at [sshafer@in-sight.net](mailto:sshafer@in-sight.net).

*The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

While performing the duties of this job, the employee is regularly required to stand, walk, and talk or hear. The employee frequently is required to use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; and climb or balance. The employee is occasionally required to sit and stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and the ability to adjust focus.

EOE M/V/F/D