

Sales Director

InSight Telepsychiatry – Sales Team

Position Summary

InSight Telepsychiatry is seeking a sales director to lead the introduction and consistent execution of sales strategies to sustain InSight’s national growth. The right candidate for this role will lead partner strategies and activities to ensure alignment of key organizational priorities. The sales director will be responsible for proactively evaluating sales performance analytics, identifying leading indicators and driving performance. This fast-paced position is an excellent opportunity for an entrepreneurially-minded individual who is excited about making an impact through hard work and dedication, is looking for more job satisfaction and is passionate about transforming access to behavioral health care. The sales director should be a natural leader who will collaborate with prospects, partners, payers, referral sources, providers and team members from around the country to deliver high quality behavioral health care through telehealth.

Organization Overview

InSight is the leading national telepsychiatry service provider organization with a mission to increase access to quality behavioral health care through telehealth. InSight’s behavioral health providers bring care into any setting on an on-demand or scheduled basis. With over 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.Inpathy.com

www.InSightTelepsychiatry.com

Job Responsibilities

- Supervise lead account executives who are responsible for sales and account management to hospitals, clinics and other healthcare sites
- Supervise lead practice liaisons who seek referrals from healthcare organizations
- Oversee national payer relations manager to help pursue and manage in-network accounts with national payers
- Supervise regional payer relations manager, who is responsible for pursuing and managing in-network accounts with regional payers and partners
- Partner with marketing and executive leadership to set growth strategy of organization
- Work to ensure plans align with talent, external operations, internal operations and marketing
- Promote growth through expansions and phenomenal customer service
- Create smart, new growth into fresh territories and markets via sales and relationship building
- Grow strategically with careful consideration given to regulatory environment, market opportunity and internal capacity
- Set and achieve annual and quarterly sales and referral targets
- Directly sell national and strategic accounts
- All other duties as assigned

Job Requirements

- Bachelor's degree in health services administration, business administration or related field
- At least 10 years of sales experience, preferably in the healthcare industry
- At least five years of experience within a growing healthcare company
- At least three years of experience in a management role
- At least two years of experience in the behavioral health field
- Experience selling and growing a tech-enable services company
- Up to 25% travel
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Ideal Candidate

- Holds an MBA
- Telehealth experience
- Five plus years in behavioral health
- Five plus years of experience managing a large team

Logistics

- Position available December 2017
- Position based in Marlton, NJ or Lynchburg, VA
- Reports to the Chief Business Development Officer

To apply, please send your resume and a customized cover letter to recruiting@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