

Business Innovations Manager

InSight Telepsychiatry – Sales

Position Summary

InSight Telepsychiatry is looking to fill the position of Business Innovations Manager with a candidate who has demonstrated experience developing world class sales teams that excel in complex scenarios. This person will have responsibility for managing national accounts and a field-based business development team of account executives. The ideal candidate is passionate about coaching and developing the expertise of the team, and is motivated by meaningful and complex work. 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, and is passionate about transforming access to behavioral health care. The Business Innovations Manager should be a natural leader who will collaborate with prospects, partners, payers, referral sources, providers and team members all across the country to deliver high quality behavioral health care through telehealth. Approximately 20% of the Business Innovations Manager's effort will be devoted to developing and fostering relationships with national accounts. This person will report to the Director of Business Innovations.

Organization Overview

InSight is the leading national telepsychiatry service provider organization with a mission to transform access to quality behavioral health care through innovative applications of technology. InSight has two decades of experience with telepsychiatry, and serves hundreds of organizations across the country with its on-demand, scheduled, connected services and Inpathy divisions. InSight is uniquely positioned to offer scalable telepsychiatry services in settings across the continuum of care. InSight has a diverse provider team, a robust internal infrastructure and a history of adapting its programs to fit the needs of a variety of different settings and populations. www.InSightTelepsychiatry.com

Job Responsibilities

- Oversee sales team activity, customer service and market presence
- Lead ongoing development of sales team expertise
- Develop and leverage relationships with national accounts such as health systems
- Contribute to and participate in opportunities to advance InSight's thought leadership position
- Collaborate with Director of Business Innovations and Director of Strategy to contribute to development of sales strategy, market positioning and messaging
- Contribute to the process for determining benchmarks and sales targets
- Collaborate with operations, talent, medical affairs, and other departments to exceed partner expectations
- Facilitate alignment and partnership across all of InSight's business development activities
- Review and approve time and expenses for account executives
- Set and measure progress towards goals, benchmarks and quotas for sales team
- Directly manage account executives
 - o Responsible for daily supervision, coaching, training, compensation and performance management.

- Review and approve proposals and RFP responses
- Conduct performance reviews and coach team members to maximize their strengths and maximize their potential
- All other duties as assigned

Job Requirements

- Bachelor's degree in health services administration, business administration or related field
- At least 5 years of sales experience, preferably in the healthcare industry
- At least 2 years of experience within a growing healthcare company
- At least 2 years of experience in a management role
- At least 2 years of experience in the behavioral health field
- Experience selling and growing a tech-enabled services company
- Experience using Salesforce
- Up to 75% 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 team

Logistics

- Position available October 2018
- Position based in Marlton, NJ or Lynchburg, VA
- Potential telework opportunities
- Reports to the Director of Business Innovations

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