

# Account Executive

InSight Telepsychiatry – Sales Team

## Position Summary

InSight's account executives are responsible for driving sales growth with new partners and expanded services with existing contracts within an assigned territory. Account executives are responsible for developing, maintaining and nurturing a pipeline of opportunities, converting those opportunities into closed contracts, aiding in the implementation of new programs and then ensuring the ongoing success of active programs. This individual will be expected to represent InSight's portfolio of services and must have a robust understanding of the healthcare market, especially the areas of behavioral health, community based clinics, hospitals, health systems and payers. This crucial role serves as the organization's ambassador through outreach, in-person meetings and conference participation. Overnight travel is expected approximately 30% to 50% of the time.

## 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 two decades 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)

## Sales Team Overview

The InSight sales team is responsible for business development and territory management for the customer base and target markets within a defined geography. Our team works closely with clinic, hospital and health system partners to identify areas of need and develop solutions that improve access to care. We also work within each market to foster relationships with influencers and advocates in order to advance territory knowledge and understand implications of the regulatory landscape. The team collaborates closely with departments including marketing, operations and talent.

## Job Responsibilities

- Drive sales growth to new partners and expand services with existing contracts
- Ongoing proactive account management of current partners in concert with operations staff
- Plan, execute and follow-up on field based visits and presentations to influencers and decision makers
- Plan and execute an effective strategy for exhibiting at 6-8 conferences per year
- Develop a robust understanding of addressable market within territory; including current partners, prospects, systems, professional groups and regulations
- Build and maintain a sufficient opportunity pipeline through proactive prospecting efforts that include but are not limited to phone, video and email outreach and field based in-person visits
- Qualify opportunities based on relevant knowledge of operational realities and organizational strategy

- Lead prospective partners towards successful contracting with professional sales agility
- Monitor, set and manage appropriate expectations with prospects to set the stage for successful implementations
- Collaborate regularly with InSight's clinical, operational and technical teams to roll out new contracts and play a significant role in communicating with new partners along the implementation timeline
- Diligently document sales information and activity within Salesforce CRM
- All other duties as assigned

### **Job Requirements**

- Bachelor's degree required
- Minimum of 5 years' experience selling to C-suite healthcare targets
- A minimum of 3 years' outside territory sales management experience
- Ability to plan, manage and deliver on a sales strategy within your assigned territory
- Reliable personal transportation
- Ability to effectively work from home with a remote team
- Successful track record navigating and managing complex and long sales cycles
- Advanced knowledge of Salesforce.com and Microsoft Office Suite
- Must be comfortable delivering presentations by way of video conferencing
- Must be a team player who is always coachable and always willing to learn
- Approximately 30% to 50% overnight travel required

### **Ideal Candidate**

- Deep behavioral healthcare experience preferred
- Strong network of contacts at behavioral health organizations, hospitals and health systems in the territory
- MBA or equivalent
- Experience in operations, product development or other related functions
- Past sales performance demonstrating results in the top 10% of your current company
- Experience with CRM tools
- Technical / IT expertise

### **Logistics**

- Position available February 2019
- Position based anywhere in the mid-west
- Full-time telework position
- Reports to Business Innovations Manager

To apply, please send your resume and a customized cover letter to [recruitment@in-sight.net](mailto:recruitment@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*