

DIRECTOR OF BUSINESS DEVELOPMENT FOR ON-DEMAND

InSight + Regroup – Sales Team

Organization Overview

InSight + Regroup is the leading and largest telepsychiatry service provider in the US with a mission to transform access to quality behavioral health care. InSight + Regroup serves hundreds of organizations and individuals in various settings across the continuum of care with its on-demand, scheduled services and direct-to-consumer (Inpathy) divisions. Given its size, diversity of services and extensive experience and expertise, InSight + Regroup is uniquely positioned to enable scalable telepsychiatry programs across the care continuum. As an industry thought leader, InSight + Regroup has helped shape the field, define the standard of care and advocate for improved telepsychiatry-friendly regulations. To learn more, visit www.InSightTelepsychiatry.com and www.RegroupTelehealth.com.

Position Summary

InSight + Regroup's Director of Business Development for On-Demand services is responsible for driving sales growth of on-demand services with new partners within an assigned territory. Sellers are responsible for developing, maintaining and nurturing a pipeline of opportunities, qualifying and evaluating appropriateness of opportunities, and converting those opportunities into closed contracts. This individual will be expected to represent InSight + Regroup's on-demand services and must have a robust understanding of the healthcare market, especially the areas of behavioral health, 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 (post-COVID).

Sales Team Overview

The InSight + Regroup sales team is responsible for business development and territory management for 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, account management and talent.

Job Responsibilities

- Drive sales growth to new partners
- Develop a robust understanding of addressable market within territory; including current partners, prospects, systems, professional groups and regulations
- Develop, maintain, and execute on a strategic plan for territory management
- 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
- Maintain engagement and momentum through complex, mid to long-term, multi-stakeholder sales cycles
- Monitor, set and manage appropriate expectations with prospects to set the stage for successful implementations
- Collaborate regularly with 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 or working with (including non-sales experience) hospital decision makers
- 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 coachable and excited to learn
- Approximately 30% to 50% overnight travel required (post-COVID)

Ideal Candidate

- Deep behavioral healthcare experience preferred
- Strong network of contacts at behavioral health organizations, hospitals and health systems in the territory
- Experience in healthcare operations or other related functions
- Experience with CRM tools
- Technical / IT expertise

Logistics

- Position available immediately
- Position based in Chicago/Philadelphia area or remote
- Full-time telework position
- Reports to Senior Group Lead, Vice President of Business Development

To apply, please send your resume and a customized cover letter to careers@in-sight.net.