

Channel Sales Manager

VisionShare is looking for a **Channel Sales Manager** to join our Channel Sales team. Reporting to the Executive Director, Channel Sales the Channel Sales Manager will be responsible for building, maintaining and leveraging relationships with prospective and existing *VisionShare* channel partners. This position requires the ability to manage a territory of *VisionShare* channel partners, vendor customers and prospective customers for the purpose of: selling *VisionShare's* products and services; providing first response support; and, managing the implementation process of new customers. This position is local to *VisionShare's* Minnesota headquarters.

Company Overview

VisionShare Inc. is a tightly focused, results-oriented, software and services company, specializing in healthcare EDI (Electronic Data Interchange) and data connectivity services. With our depth of experience and professional knowledge of the medical claims reimbursement process, we have successfully positioned our technology as an EDI connectivity standard for 100% of the Medicare payers, nationwide.

We have kept up not only with the evolution and changes that impact the healthcare claims reimbursement process, but also with emerging and new technologies available to the healthcare payers and providers. We are experts at safeguarding the exchange of business-sensitive information over the internet. We provide a unique capability to healthcare providers that can help them quickly and efficiently access Medicare EDI services, nationwide. By implementing Internet-based connectivity solutions, we help customers increase productivity, decrease cost, reduce risk and liability, and improve their overall Medicare reimbursement process.

Essential Position Duties and Responsibilities

- Identify and qualify new channel partners and negotiate partnerships aligned with sales strategies and other defined selection criteria.
- Build, maintain and leverage relationships with prospective and existing *VisionShare* channel partners.
- Manage a territory of *VisionShare* channel partners, vendor customers and prospective customers for the purpose of: selling *VisionShare's* products and services; providing first response support; and, managing the implementation process of new customers.
- Develop strategic partner plans for the channel sales relationships by identifying new opportunities, products and services to enhance the *VisionShare* suite of services and the overall revenue growth of the territory.
- Develop and present well-positioned business cases that align with partner or customer needs and requirements.
- Develop and cultivate knowledge of healthcare industry requirements and changes impacting the vendor market which may represent a sales opportunity for *VisionShare* and communicate those to appropriate internal organizations.
- Educate channel partners on company products and services, competitive advantages, processes, procedures, and on boarding end users, etc.

- Conduct technical sales discussions with vendors on healthcare EDI topics, network connectivity options, API concepts and PKI/digital certificate technology.
- Participate in requested trade shows, events, speaking engagements, etc.
- Provide a single point of contact for guidance and direction regarding all levels of product information.
- Participate in internal and customer-facing conference calls, demonstrations and presentations in conjunction with partner resources
- Serve as liaison between the partner, customer, and technical SE to ensure consistent communications and quality delivery in both the pre-sales and post-sale phase. Ensure satisfaction of both channel partner and end-user.
- Work with *VisionShare's* marketing department to create joint messaging and assist with the development of marketing communication programs for channel sales.
- Provide analysis, insight and recommendations for continuous development of channel programs.
- Collaborate with other departments in the organization on internal resources or topics that would help support the channel initiatives.

Experience/Skills

- Bachelor's degree in business, marketing or related field, or equivalent experience
- Minimum of two years healthcare sales experience is required
- At least one year channel sales experience is required
- Experience in selling technology services and developing partnerships with Practice Management System vendors, Hospital Information System vendors, and other HealthCare Billing and Service vendors.
- Proven track record of developing and managing channel sales accounts that have led to increased market share and to the securing of new business.
- Proven track record of achieving or exceeding sales targets
- Proven ability to develop and execute a coherent account strategy
- Proficiency in strategic selling principles and tools
- Experience managing vendor opportunities through forecasting and planning
- Strong cold calling skills required
- Marketing background is a plus
- Excellent closing, negotiation, leadership, management and presentation skills
- Excellent verbal and written communication skills
- Business-case, proposal and technical writing skills
- Exceptional work ethic and individual accountability for territory
- Outstanding interpersonal skills with the ability to work with all levels of management
- Strong organizational skills and the ability to prioritize
- Working knowledge of MS Office including PowerPoint, Excel
- Microsoft CRM Dynamics experience a plus
- Ability to work independently in a fast-paced environment
- Position is local to the Minneapolis/St. Paul area

To Apply

VisionShare offers a competitive compensation, a comprehensive benefits package, and employee stock options. To apply, please go to: <https://home.eease.com/recruit/?id=468800>