

Executive Director, Vendor Sales

VisionShare is looking for an **Executive Director, Vendor Sales** to join our Vendor Sales team. Reporting to the Vice President of Sales, the Executive Director, Vendor Sales will be responsible for building, maintaining and leveraging relationships with prospective and existing *VisionShare* vendor partners. This new position requires the ability to manage a multi-level vendor sales program including strategic, technology and co-marketing partners. In addition, this person will be responsible to lead the development of the vendor sales team; including coaching, identifying and addressing education requirements and assisting with identifying territory management strategies. Additional responsibilities are to work with *VisionShare's* marketing department to create joint messaging and assist with developing vendor marketing communication programs.

The ideal candidate must have experience in selling technology services and developing partnerships with Practice Management System Vendors, Hospital Information System Vendors, and other HealthCare Billing and Service vendors. The candidate must have a proven track record of developing and managing vendor sales strategies that have led to increased market share and to the securing of new business. This is a very challenging and highly visible role that requires someone to roll up their sleeves and dive deep to understand the business, operations, and the vendor market to not only manage the day-to-day business but to identify and implement strategic initiatives which drive dramatic improvements in the quantity and the quality of our vendor partnerships.

Company Overview

Established in 2000, *VisionShare Inc.* is a tightly focused, results-oriented, software and services technology company specializing in healthcare EDI. 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 all of the national Medicare payers.

We have kept up not only with the evolution and changes that impact the healthcare claims reimbursement process, but also with the emerging and new technologies available to the industry. We're 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. By planning, designing and implementing secure connectivity solutions, we help customers reduce risk and liability, decrease overhead and improve information control.

Essential Duties and Responsibilities

- Oversee and lead vendor sales team efforts. Responsible for managing a team of 3-5 individual Account Executives who carry Sales Targets totaling approximately \$1.2 million for FY2009, with significant growth expectations for 2010;
- Responsible for sales performance of the Vendor Sales Team year over year. Develop specific plans to ensure revenue growth in all vendor channels including accelerated growth in the development of integrated vendor software relationships whereby vendors integrate *VisionShare* software into their customer-facing applications;
- Help develop the rules of engagement for the Vendor Sales team, communicate clearly to each member, and track that the rules are being followed;
- Assist with management decisions and activities and supervise the work efforts of individual contributors;

- Using professional sales strategies in concert with *VisionShare's* "Customer-Centric" sales program, negotiate agreements and help team members manage and close Vendor Sales opportunities that benefit *VisionShare*, our partners and our clients;
- Serve as a liaison to vendor partners with regards to any sales-related service and support issues. Maintain regular contact with customers to ensure satisfaction;
- Provide *VisionShare* management with daily, weekly, monthly, quarterly and annual reports as required in order that *VisionShare* may measure the growth and performance of the Vendor Sales team;
- Establish programs to provide ongoing education, coaching/mentoring, sales training and territory management to the Vendor Sales team members;
- Identify needs and help coordinate meetings, conference calls, demonstrations and any interactions and communications necessary to help the Vendor Sales team facilitate a sales dialogue with prospective *VisionShare* customers;
- Leverage and collaborate with the Direct Sales Team, or develop a "Vendor Referral Sales" program in sales pursuits;
- Stay current on Medicare Transition events and assist in identifying related vendor sales opportunities. Collaborate directly with the *VisionShare* Marketing team in order to ensure appropriate market messaging;
- Taking a hands-on approach with regards to Key Accounts within the vendor space. This includes making visits with the V.P. of Sales and Account Executives to larger, key clients;
- Remain up-to-date on healthcare industry business drivers and how *VisionShare's* solutions can improve the company's products and services in the vendor space;
- Identify and communicate service and contract requirements needed to drive additional significant sales opportunities, quantify and communicate to internal teams and participate in resolution;
- Interface with internal departments (sales, development, marketing, product fulfillment, and product management) to ensure effective customer support in the sales cycle and success of vendor sales;
- Handle personnel activities of staff (i.e., hire, train, reward, motivate, discipline, terminate, performance reviews, and pay discussions).

Required Skills/Experience

- Bachelor's degree in business, sales management or related field
- Three to five years of sales experience (with demonstrated success) and extensive knowledge in Practice Management System, Hospital Information System and other health care software applications required
- Proficiency in strategic selling principles and tools
- Experience managing vendor opportunities through forecasting, account resource allocation, account strategy, and planning
- Strong cold calling skills required
- Marketing background is a plus
- Excellent negotiation, leadership, management and presentation skills
- Excellent verbal and written communication skills
- Outstanding interpersonal skills with the ability to work with all levels of management
- Strong organizational skills and the ability to prioritize
- Self starter, independent thinker and experience managing teams
- Working knowledge of MS Office including PowerPoint, Excel
- Microsoft CRM Dynamics experience a plus
- Ability to work in a fast-paced environment

- Proven self-driven team coach
- A get things done attitude
- Ability to travel up to 10%

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=435203>