



Connecting Disconnected Data™

## POSITION OPENING

---

**Job Title: National Sales Manager, Refyne**

**Reports: SVP of Sales & Marketing**

### **SUMMARY:**

Serves as the player and coach for a new SaaS offering for the ambulatory market. Responsible for validating the “go to market” messaging and pricing in partnership with marketing and new product development teams. Successfully negotiates the first sales agreements with Beta partners in 2021 and the first commercial customers at large medical groups, ACOs, and other ambulatory entities sending electronic billing and claims documentation to government payers. Uses the success from early commercialization wins to define the strategy for scaling sales nationally. Hires, coaches, and leads a direct, net new ambulatory SaaS sales team in 2022.

### **DUTIES & RESPONSIBILITIES:**

- Business minded professional who consistently achieves or exceeds sales growth expectations.
- Develops strategies and processes to ensure that continuous prospecting activities and pipeline development is sufficient to support achievement of territory sales revenue goals.
- Ensures positive and constructive communication between other teams and other corporate functions, including the executive staff level.
- Works with SVP Sales and Marketing in conducting negotiations on contract terms and conditions to complete all business transactions.
- Fosters an environment of problem solving, improved business practices and best practice sharing with team.
- Leverages strong ambulatory provider entities to enter into negotiations with Beta partners and net new commercial clients.
- Accurately forecasts business and develops sales pipelines.
- Maintains sales volume by tracking changing trends, economic indicators, competitors and supply and demand.
- Plans, monitors, and appraises job results.
- Contributes to team effort by accomplishing related results.
- Other duties as assigned.

### **EDUCATION, KNOWLEDGE AND SKILLS:**

- Bachelor’s degree in relevant field, or equivalent experience
- 3-5 years of successful experience in healthcare SaaS sales
- 3-5 years of healthcare sales experience and/or applications sales in the ambulatory, and or small to mid-market level.
- Proven track record of consistently meeting and/or exceeding sales performance metrics (i.e. quotas, pipeline, forecast accuracy, etc.) as a sales representative
- Demonstrated proficiency in managing sales cycles typically defined as 9 months or longer with multiple stakeholders, decision-makers and influencers at multiple levels
- Demonstrated ability to create and develop sales strategy and execution, creating and leveraging executive relationships



Connecting Disconnected Data™

- Hands-on, action-oriented leader who is able to strategically influence across organizational lines, up to executives and through to team; ability to execute goals and objectives with enthusiasm
- Advanced knowledge and experience with Salesforce
- Demonstrate ability to host and execute virtual meeting with presentation tools like WebEx, GoToMeeting, etc.
- Strong presentation, analytical, and negotiating skills
- High level executive presence
- Disciplined use of a formalized sales methodology to include both, Consultative and Solution Selling planning and management
- Proven ability to navigate a complex buying environment of customers
- Driven leadership style and someone who can bring constructive passion to the team and company
- Excellent interpersonal skills sufficient to build positive, productive, and effective professional working relationships and demonstrates respect for all individuals
- Solid understanding of industry dynamics in healthcare and in particular the roles of healthcare such as Revenue Cycle with management of billing and claims data, Care and Utilization Management, Payers, Accountable Care Organizations (ACO), Affordable Care Act (ACA), Compliance and Physician Practices
- Leadership presence and influencing skills: Proven ability to lead and motivate buyers; achieves organizational focus on key priorities,
- Excellent written and verbal communication skills, especially in the ability to present concepts and articulate business value in a solution selling environment
- Exhibit proficiency with PowerPoint Presentations and computer technology

### **PHYSICAL DEMAND:**

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 sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 10 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

### **WORK ENVIRONMENT:**

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The noise level in the work environment is usually moderate.

### **SECURITY ROLES / RESPONSIBILITIES:**

N/A



Connecting Disconnected Data™

Vyne provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, disability, genetics, or veteran status. In addition to federal law requirements, Vyne follows applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.