



Job Description Regional Sales Director

Job Description	Regional Sales Director	FLSA	Exempt
Manager	VP, Client Management	Grade	Y
Location	Remote	Band	5A

Summary/Objective

We have an opportunity for an experienced Regional Sales Director to join our growing sales team! Primary responsibilities include prospecting, qualifying, selling, and closing net new business with health systems, hospitals, large physician groups and billing companies within a defined territory. The Regional Sales Director will collaborate with internal and external stakeholders to find the best solutions for customers and drive revenue growth. Our ideal candidate would be a business development hunter with experience selling software as a service (SaaS) into large health systems, including experience selling direct and through channels. Understanding how to sell revenue cycle analytics in this market would be preferable. The targeted sales territory would include the states of NY, NJ, CT, MA, ME, VT, and NH. We offer a competitive salary base plus unlimited earnings potential in a hot market!

Essential Job Functions

- Bachelor's degree or equivalent combination of education and experience.
- Minimum 7+ years of business development and sales experience in Healthcare IT and revenue cycle management sector required.
- Experience selling a Software-as-a-Service (SaaS) is required, and calling on health systems, hospitals, and large physician groups is preferred.
- Understanding and excelling in selling financial and revenue cycle analytics is preferred.
- Proven track record of sales success.
- Experience in a team-selling environment.
- Experience calling on all levels of an organization, and ability to influence, negotiate and gain commitment at all organization levels.
- Demonstrated success with large transactions and lengthy sales campaigns in a fast-paced, consultative, and competitive market.
- Demonstrated ability in problem solving and negotiation with special emphasis on closing the sale.
- Demonstrated flexibility and adaptability, with a willingness to take risks and try new approaches.
- Proficiency with HubSpot (or other CRM software) and sales analytics tools.
- Ability to travel based on business needs, currently estimated at up to 30%.

Supervisory Responsibility

None.

Work Environment

This job operates in a 100% remote environment. This role routinely uses standard office equipment such as computers and phones.

Physical Demands

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.

While performing the duties of this job, the employee is occasionally required to stand; walk; sit; use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; climb stairs; balance; stoop, kneel, crouch or crawl; and talk or hear. Specific vision abilities required by the job include close vision, distance vision, peripheral vision, depth perception and the ability to adjust focus.

Additional Eligibility Qualifications

Security Access Requirements

In addition to the specific security access required by the employee's client engagement, the employee will have access to the WhiteSpace Health systems set forth in the "WhiteSpace Health Sales" profile.

AAP/EEO Statement

WhiteSpace Health is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, age, sex, national origin, sexual orientation, gender identity, disability status or protected veteran status.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice. Employee may perform other duties as assigned.

Salary Range

Base salary range of \$130,000 to \$150,000 plus sales commission.