

Job Vacancy:

Healthcare Account Executive

The Role:

ICHOM is looking for a Healthcare Account Executive to sell into high value partners. The candidate will be responsible for sourcing new opportunities to serve the Provider, Payer, and Analytics healthcare segments. Responsibilities will span from driving the sales process from internal leads to qualifying new prospects and managing deals to closure.

Acting as the face of ICHOM you will be passionate about Value Based Healthcare and truly understand and believe in the ICHOM Mission.

About Us:

ICHOM is a non-profit organization aspiring to be a key enabler of Healthcare system transformation. ICHOM was co-founded in November 2012 by Professor Michael Porter of Harvard Business School, Dr Stefan Larsson from the Boston Consulting Group, and Professor Martin Ingvar of the Karolinska Institutet. Its mission is to unlock the potential of Value-Based Health Care (VBHC) by defining global Standard Sets of outcome measures that really matter to patients for the most relevant medical conditions and by driving adoption and reporting of these measures worldwide.

Our Mission:

To unlock the potential of value-based healthcare by defining global Standard Sets of outcome measures that matter most to patients and driving adoption and reporting of these measures worldwide to create better value for all stakeholders

The person:

You will be an organized, established Healthcare Account Executive with a good knowledge of the US Healthcare Market. You will have a great understanding of the sales process from start to finish and be able to build lasting relationships with new and existing stakeholders. You will be a confident speaker, able to lead meetings alone whilst being approachable to our existing stakeholders. You will be excited to work to achieving large sales targets and although sales administration is not your favourite thing you know the benefits of keeping the CRM up to date.

Responsibilities:

- Create lead generation activities for both outbound and inbound contacts within your



given territory

- Manage account and territory lists for your specific region
- Work with other go-to-market teams to organize demand generation activities within your given territory
- Complete customer pitches company overviews and product demonstrations
- Gather and understand customer requirements, priorities, budgets and existing landscape
- Manage pipeline, opportunity, forecasting and other items related to normal outside sales responsibilities
- Prepare team members for client meetings by researching companies and partners, understanding the project and other elements including budget, authority, need and timing
- Work across all customer functions including executive-level personnel, architecture, operations, design, innovation, sourcing and customer procurement

Qualifications:

- 5+ years of experience working within enterprise software platform sales
- Experience selling to C-suite within healthcare and other service line leaders
- History of meeting and exceeding quarterly and annual quotas while maintaining high levels of client satisfaction
- Success in building a territory by adding new clients, not managing existing accounts
- Experience being part of a collaborative / team selling process
- Experience with enterprise sales methodologies and qualification processes such as Challenger or SPIN a plus but not required

Qualifications:

- Bachelor's degree required

Additional Characteristics:

- A strong passion for improving health care
- Fluency in English as a primary written and spoken language is required
- Excellent writing and presentation skills
- Strong MS Word, PowerPoint and Excel capabilities (proficiency using Active Campaign is a bonus)
- You like working in a fast paced, agile environment

Our way of working:

As a small, dynamic and fast moving organization we don't have a conventional organisation structure. We are a small but perfectly formed team all with a shared passion for the ICHOM mission. We expect team members to be given the support they need during their first few weeks before managing their own workload with the support of their colleagues, line managers and leaders. We are a global organisation and encourage team members to manage their own time. We are a fully remote organisation and do our best to meet in teams depending on their location once per month (restrictions pending). We have Bi Weekly organisation meetings and you will meet with your line manager and teams between these meetings. There is a family feel to ICHOM and you will always find someone on hand to help, no matter how big or small your question might be.

Location:

USA based, Remote (Eastern Time Zone)

Term:

Permanent, Full-Time

Reporting Relationship:

The position will report to the Chief Marketing Officer

Timeline

The position will begin **immediately**.

To apply

Please complete the attached application form and return to jobs@ichom.org. We look forward to hearing from you.