Healthcare IT Sales Executive – (Regional Director of Enterprise Solutions)

At Apollo Enterprise Imaging Corp, our ability to drive clinical multimedia innovation is based on our senior management team's vision combined with a development team that is focused on delivering quality solutions with a "client first" approach. Our 27-year legacy is the result of successfully combining this vision with passion built on a foundation of customer-focused innovation and scalable solutions. Apollo's Enterprise Imaging platform offers our customers a clinician friendly approach to true enterprise imaging strategy with a suite of products deployed in more than 45 clinical departments, leading the vendor community.

Our environment is fast-paced, challenging, and exciting along with respect for work-life balance. You'll work with a team of passionate, engaged individuals. We offer a competitive compensation and benefits package.

We are looking for a talented, professional, and hard-working individual to serve as a Healthcare IT Sales Executive on the Sales Team. This position requires a bachelor's degree with at least 5 years of experience in healthcare IT sales.

SUMMARY OF DUTIES AND RESPONSIBILITIES:

- Identify and develop relationships with potential customers -- prospecting and qualifying account opportunities from referrals, leads, and other sources.
- Responsible for generating sales of Apollo Enterprise Imaging products and services in the assigned geographic region, as well as for specific accounts in other regions that may be assigned on a case-by-case basis
- Responsible for achieving assigned Sales Quota
- Devote full time and best efforts to furthering Apollo's business interests, primarily through the sale of Apollo products and services
- Proactively work to generate new prospects, promptly respond to all sales leads, and conduct all sales activities in an aggressive, upbeat, practice fashion, representing Apollo and its solutions in a professional manner
- Track the status of all accounts and prospects via Apollo's chosen CRM.
- Remote and on-site demos, Remote and on-site visits, business travel.
- Maintain a thorough, current knowledge of all Apollo products and services.
- Responsible for providing sales quotations and qualifying leads and work closely with Apollo Enterprise Sales Team to present, educate and close sales opportunities.
- Attends sales and tradeshow meetings to develop new business prospects.
- Perform other duties as assigned

Qualifications/Required Skills:

The candidate should have a working knowledge of selling software directly to C-level and VP level decision makers in the Healthcare Industry, in addition to building strong relationships with prospects and existing customers.

- Bachelor's degree in Business or related field (sales, or healthcare-related field preferred)
- Minimum 5 years of demonstrated success selling into hospitals and healthcare groups.
- Extensive knowledge and proficiency with a Sales CRM, Microsoft Office, and Zoom/Teams.
- Strong understanding of the Healthcare customer and market dynamics and requirements.
- Proven ability to achieve sales quotas.
- Proven ability to demonstrate products to enhance sales process
- Ability to synthesize complex information, collect and research data, and design workflows and procedures.
- Able to build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Attention to detail in composing, typing and proofing materials, establishing priorities and meeting deadlines.
- Excellent spelling, grammar and written communication skills.
- Excellent communication skills and ability to interact with all levels or organizations and in group settings. And the ability to communicate clearly to technical and non-technical people
- Maintains positive internal and external relationships.
- Valid Driver's License
- Ability to resolve problems, think analytically and communicate professionally in high pressure, time sensitive environments.
- Must be a self-starter, with the ability to work independently and with minimal supervision.
- Ability to manage time efficiently to update and resolve assigned tasks in a timely manner
- Ability to follow documented processes and procedures, provide feedback when necessary, and respond to changes with a positive attitude
- Ability to focus and maintain attention to performance of tasks and to work and complete assignments on time
- Ability to travel when and as needed - includes time spent in the field and at Corporate offices.

LOCATION: United States. Plan to work from your home-based office. Or Fort Collins, CO

Job Type: Full-time

Travel: Up to 75% of time

Pay: compensation commensurate with experience

Apollo will only employ those who are legally authorized to work in the United States without visa sponsorship. US citizenship preferred for this opening. Any offer of employment is conditioned upon the successful completion of a background investigation and drug screen.

Apollo is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, age, disability, protected veteran status or other characteristics protected by law. The Company also makes reasonable accommodations to applicants or employees with qualifying disabilities who request them and who otherwise meet the requirements of applicable law.

Apollo is not accepting unsolicited assistance from search firms for this employment opportunity. All resumes submitted by search firms to any employee at Apollo via-email, the Internet or in any form

and/or method without a valid written search agreement in place for this position will be deemed the sole property of Apollo. No fee will be paid in the event the candidate is hired by Apollo as a result of the referral or through other means.

Submit your application via email to info@apolloei.com, via Apollo's website, www.apolloei.com, or mail resume to Human Resources, 8245 Boone Blvd. Suite 620, Tysons, VA 22182