



Do you pride yourself on designing **innovative sales strategies** to generate high levels of sales activity **AND** are you a big-picture thinker who has experience in building relationships, networking with **healthcare industry influencers**? If this sounds like you, **Interactive Health** is seeking a Regional Market Leader in the greater **Atlanta, GA** area.

Regional Market Leader

The **Regional Market Leader** is responsible for growing the revenue of their local market. This includes understanding local assets including clients, industry influencers, identifying influencers within the healthcare market and knowing which market and industry groups to engage. The Regional Market Leader must be fluent in Interactive Health product offerings, service components and is required to learn to execute the Interactive Health sales and decision process and systems. The Regional Market Leader must execute high levels of sales activity, navigate prospective companies' corporate structure, strategize with their manager, colleagues and internal teams, to close business opportunities.

Essential Duties and Responsibilities:

- Build and maintain relationships, networking with employer groups, brokers, and TPAs to become the vendor of choice.
- Focus sales efforts in a local territory of approximately 150 named accounts.
- Design innovative sales strategies to generate high levels of sales activity to meet personal and corporate goals.
- Conduct an analysis of prospect needs and present solutions accordingly.
- Provide clear and direct communication including use of Salesforce, forecasting potential sales and work collaboratively with leadership to ensure organizational goals are reached.
- Recommend enhancing products, services, and policy by evaluating results and competitive developments.
- Successfully close business and achieve sales quota.
- **Proven track record in healthcare/wellness industry B2B sales and successful in client facing roles focused on expanding market, retention, and client satisfaction.**
- Excellent communication and organizational skills essential. Time management, leadership, management, and high-level customer service skills are a must.
- Excel in the pursuit of creating outstanding client relationships.
- Ability to work as a team player with Interactive Health's staff and clients.

EDUCATION AND EXPERIENCE:

- **Minimum 7-10 yrs B2B healthcare sales experience with proven ability to be an effective and motivated sales leader.**
- Bachelor degree in business, marketing, communications and/or health-related field.
- Health and wellness industry experience preferred.

Application LINK: <http://atsod.com/j/s.cfm/TL4>