



Job Title: Sales Director, Healthcare Facilities/Hospitals

Practice: Business Development and Marketing

General Summary

Avalere Health is a leading advisory firm delivering research, analysis, and strategy for leaders in healthcare business and policy. Based in Washington, DC, Avalere works with a diverse range of clients spanning Fortune 500 companies in life sciences, healthcare financing, and healthcare delivery, major foundations focused on improving the health system, government agencies, advocacy and patient groups, and other organizations.

We currently seek an energetic and driven sales professional to expand our presence in the healthcare facilities, including hospitals, health systems, post acute, and long term care space. The Sales Director will report to the Senior Director of Sales and will be responsible for selling Avalere's research and analytic products and services into the healthcare facilities market segment. The ideal candidate should be comfortable and well versed in all aspects of selling from lead generation and cold calling to handling sophisticated business development meetings with C-Suite level clients.

The content and intellectual property that is developed by our expert teams at Avalere is complex and sophisticated. To be successful in this position, the candidate should be able to understand the content and engage clients on the importance of our products and services to their business. It is important to truly embrace the challenges and nuances of our health system, and articulate the innovative solutions that Avalere can provide to clients. We prize intellectual curiosity, resilience, a passion for excellence, strong ability to be collaborative and willingness to embrace new challenges in a growing and dynamic environment.

Principal Duties and Responsibilities

- Expand our footprint in the healthcare facilities and hospital space through a variety of direct and indirect engagement strategies, including direct sales, working with content and client managers, and partnering with marketing to showcase our broad range of products and services.
- Conduct full life cycle sales activities from developing a customer base to closing and attaining sales goals.
- Develop, manage, and nurture new business partnerships and accounts to accomplish volume and profit goals. Meet quarterly and annual revenue goals.
- Relate with customers in a consultative manner that emphasizes building value and long term relationships; promote opportunities for future sales.
- Attend sales meetings and training as necessary and perform other related duties as necessary.

Skills, Experience, and Other Job Related Requirements:

- Bachelor's degree or equivalent work experience.
- Minimum of 10 years outside field sales experience with a proven track record in sales, understanding of selling intellectual property and materials, deep familiarity of healthcare facilities/hospitals business strategy, and outstanding network of contacts in healthcare facilities/ hospitals.
- Ability to articulate the Avalere Health value.
- Quick study on products with the ability to deliver sales results.
- Exemplary interpersonal and relationship building skills. Professional presence to sell clients at all levels.
- Outstanding platform and presentation skills.
- Proven negotiation and closing skills in a challenging and competitive healthcare environment.
- Strong experience in developing sales strategies and performance metrics.
- Strong intellectual leadership and management skills, with an entrepreneurial attitude and collaborative work style.

This position will require a strong presence in front of customers along the east coast and some west coast travel with overall 50% travel. This individual may be located in CA, DC, NY, NJ or PA (if the incumbent is not based in DC, s/he will be expected to spend significant time in DC gaining familiarity with the company community, products and services).

Compensation

Avalere Health offers competitive salary and benefits commensurate with experience. Located on DC's famed Dupont Circle, Avalere prides itself on its mission to help improve the healthcare system. For more information, visit www.avalerehealth.net

Qualified applicants should submit an electronic cover letter and resume to:

Christine Long
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