

Position Title: Director Business Development

Status: Full-Time

Reports To: Vice President, Sales

FLSA: Exempt

Location: Northeast, United States

COMPANY OVERVIEW: Health Data Vision, Inc. (HDVI) is a rapidly growing California based healthcare technology company providing a state of the art medical record retrieval SaaS platform and services to support health plan risk adjustment and HEDIS compliance initiatives. HDVI is backed by Redhills Ventures, LLC and Upfront Ventures, a leading SoCal VC firm. We seek a Director Business Development responsible for driving new revenue primarily within Medicare Advantage, Managed Medicaid and Health Insurance Exchange health plans. The ideal candidate has a “hunter” mentality and a successful track record of exceeding multi-million dollar quotas for enterprise software and services to payers or health plans.

Responsibilities include:

- Develop an in-depth knowledge of Health Data Visions’ solutions and technologies, its partners, competitors and industry trends.
- Establish new, and maintain existing, client relationships with an emphasis on generating new business revenue within specific organizations.
- Manage all aspects of the sales lifecycle from account penetration, pursuit strategy, proposal generation, RFP responses and contracting.
- Deliver compelling presentations, orchestrating demonstrations, proposals and orals that result in new business revenue.
- Effectively engage in negotiations with prospective clients around business commitments and the details of each proposal.
- Manage pipeline, accurately forecast and document sales progress within Salesforce.com.
- Maintains regular contact with senior and executive-level decision makers utilizing both remote communication and on-site sales visits.
- Represent the company at industry conferences and meetings.

Qualifications:

- 5+ years of experience in a related healthcare field with a proven ability to interact and sell at the C-level in health plans.
- 7+ years in application and services solutions with large Enterprise accounts to Business, Executives, Influencers and Users.
- Experience selling medical chart retrieval, coding &, abstractions, risk adjustment and HEDIS hybrid solutions is highly desirable.
- Self-starter works with minimal supervision and efficiently works under pressure to meet deadlines.
- Consistently exceeding quotas greater than \$2.0 million.
- Formal sales training (Solution-Selling and/or Value Selling training preferred).
- Proven ability to develop and execute business development plans.
- Excellent written and verbal skills for communicating value propositions.
- History of managing complex sales cycles and attaining successful revenue.
- Experience selling, developing and serving as a trusted advisor to C-Suite Executives.
- BA/BS Degree preferred.
- Willingness to travel as required, 30-60% anticipated.

All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability or protected veteran status, other protected status, or any other characteristic protected by local, state or federal laws, rules or regulations.