



## **2bPrecise Sales Executive**

*Genetics/genomics & Precision Medicine - Remote role*

The purpose of this sales role is to uncover leads, generate interest, identify opportunities and close business for the 2bPrecise platform.

### **Achievement of annual sales order intake quotas/targets**

- Meets or exceeds the order intake target associated with the territory
- Manages cost of sale vs. budget, and provides timely and accurate forecasts
- Accurately forecasts sales prospects according to product, timeline and value
- Communicates clearly and effectively with management regarding risks and upside growth of pipeline
- Identifies potential business opportunities (i.e., prospecting) and manages the strategic sales cycle
- Engages executives and other key stakeholders to develop new account opportunities
- Creates a business solution consisting of services and software that uniquely addresses the customer's needs; may include collaboration with cross-functional Allscripts teams
- Performs sales demos; negotiates deals
- Cultivates relationships with management of new and prospective accounts building credibility and trust customer satisfaction
- Increases net promoters/customer reference-ability
- Responds to customer issues and management of escalations and critical deliverables
- Minimizes customer attrition through high quality customer support/relationships market awareness
- Knowledge of competitive and relevant market data achievement of annual sales order intake quotas/targets
- Meets or exceeds the order intake target associated with the territory or region; manages cost of sale vs. budget
- Understands current overall trends in the business sector
- Understands customers specific business goals, strategy, financials and challenges; maintains high quality account plans
- Develops and maintains timely and accurate opportunity plans
- Maintains relevant information in CRM tool/s; prepares and submits sales reports showing sales volume, potential sales and areas of proposed opportunity, including prospects for the region

### **Academic and professional qualifications**

Bachelor's degree in business, sales, marketing or equivalent experience in business or sales

### **Experience**

- Typically requires 7+ years' experience in healthcare sales, preferably in genomics/precision medicine

- Background or experience selling genomics/precision medicine, strongly preferred
- Proven track record of success in net-new healthcare sales over a sustained period
- Sales experience into high-end health systems, IDNs and large academic health systems (400-3000 bed organizations)
- Sales experience in emerging products within innovative areas of healthcare (vs. pure main market, mature and saturated areas)
- Experienced in driving large, complex deals from initial contact to deal close
- Working at and interacting with the C-level leaders in healthcare organizations (CMO, CEO, CFO, CIO, CSO)

### **Travel requirements**

50-60% overnight, out-of-town travel required.

### **Working arrangements**

Work is performed in a remote office environment. Candidates must live near major airport in the continental U.S.

### **Information about 2bPrecise**

<https://2bprecisehealth.com/2bprecise-enhancements-deliver-deeper-oncology-medication-safety-insights-for-providers/>

<https://2bprecisehealth.com/hendrick-health-deploys-2bprecise-precision-health-platform/>

<https://2bprecisehealth.com/handelsman-family-practice-implements-2bprecise-pharmacogenomics/>

<https://2bprecisehealth.com/san-francisco-otolaryngology-selects-2bprecise/>

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