



## **Regional Account Executive (Mississauga)**

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### **Overview:**

Founded in 1974, MediSolution, a wholly-owned subsidiary of Harris Computer Systems, is a leading information technology company, providing ERP software, solutions and services to healthcare and service sector customers across North America.

Reporting to the National Account Manager, the primary role of a Regional Account Executive at MediSolution is to identify, qualify, and close opportunities for new and existing clients to purchase MediSolution's products and services. The ideal candidate will have a well-developed understanding of the Canadian healthcare landscape and a solid track record of successful healthcare solution sales experience. The Regional Account Executive should be able to use consultative selling skills to clearly understand customers' strategic goals, challenges and needs.

In addition, the Regional Account Executive will assist in marketing activities as required and will provide insight into client needs and expectations for current and new products.

### **Key Roles and Responsibilities:**

#### **Sales**

- Meet or exceed quarterly and annual sales targets negotiated with the VP, Sales & Marketing.
- Identify new opportunities to sell MediSolution's products and services in existing and new accounts in designated sales territory
- Qualify sales opportunities
- Prepare quotes and proposals as required for qualified opportunities
- Negotiate contracts and close opportunities, obtaining signoffs and approvals as specified
- Prepare for, attend, and actively participate in regularly scheduled sales meetings.
- Participate in the development and maintenance of a current account plan for major accounts that details their business and IT objectives and their key relationships, MediSolution's current business with the client, and plans to grow the business within the account. Responsibility for all or portions of each account plan will be assigned by the Director, Sales & Marketing.
- Build and maintain a sales pipeline of business opportunities.
- Document all encounters (e-mail, phone, face-to-face, etc.) with existing and potential clients

#### **Marketing**

- Participate in trade shows and similar events as directed by the VP, Sales & Marketing.
- Contribute information to market strategy by monitoring competitive products and reactions from clients.
- Recommend new solutions, markets and services by evaluating current solutions and identifying needs to be filled.



### **Business Development**

- Identify potential channel partners / affiliates for analysis and discussion with VP, Sales & Marketing

### **Skills / Qualifications:**

- Post-secondary degree or diploma in marketing, business, communications
- At least five (3-5) years previous experience selling enterprise or corporate ERP solutions
- Previous experience selling health IT solutions to Canadian healthcare organizations.
- Strong English language writing and verbal communication skills
- Proficient using Microsoft Word, Excel, and PowerPoint

### **Value Added:**

- Experience in healthcare sector
- University degree, preferably in business, commerce, or health sciences
- Fluently bilingual in English and French (both written and oral)
- Previous experience using Business Intelligence or Accounting technology