

## **JOB DESCRIPTION**

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**Title:** Sales Professional

**Supervisor:** VP, Sales & Business Development

**Position Summary:** The Sales Professional opportunity is a new position, which will focus on selling our product and service offerings to pharmaceutical and medical device companies.

### **About Legacy Health Strategies**

Legacy Health Strategies has been supporting patients and partnering with healthcare organizations since 2009. Our Legacy Care Model™ has helped thousands of patients in numerous disease states across the nation. Today, Legacy is poised to expand its reach to even more healthcare organizations and their patients to dramatically improve health economics, outcomes, patient adherence, and overall experience.

### **Position Description:**

- Develop and implement sales strategies and tactics for the company.
- Identify, evaluate, solicit, and follow-up with targets through multiple sales, communications, and marketing methods.
- Initiate and develop relationships with key prospects to identify and meet prospects' business needs.
- Participate in the full sales cycle, including market research, needs analysis, pitch, closing, renewal, and upsell.
- Pitch capabilities and communicate unique selling proposition based on prospect needs and LHS solutions.
- Create and customize presentations and other sales and marketing materials.
- Respond to RFPs, review MSAs and other contractual agreements, and work with the Project Management team to write proposals and SOWs, including the preparation of project budgets.
- Achieve sales goals, metrics, and milestones. Track and report on progress and success.
- Apply healthcare industry knowledge to support the refinement and expansion of products and services.
- Capture prospect and market needs and trends and consult with executive leadership and internal teams for solution development.

### **Position Requirements:**

#### **Key Characteristics**

- Consultative selling approach
- Experience selling services within or into healthcare organizations (pharma or med device, preferred)
- Organized
- Excellent follow-up and follow through
- Proactive
- Results-oriented
- Able to connect with individuals and build rapport



- Self-motivated
- Compassionate
- Entrepreneurial spirit

#### **Education & Experience**

- Bachelor's degree.
- 5 or more years of sales or business development experience in healthcare to include pharmaceutical, biotech, med device, hospital, health system, or other healthcare entity.
- Track record of closing deals. History of meeting or exceeding sales goals.
- Experience with patient support programs is a plus.

#### **Knowledge, Skills and Abilities**

- Knowledge of applicable regulations, standards, trends, and legislation affecting healthcare.
- Ability to consistently manage numerous high priority projects and prospects at the same time.
- Ability to present a professional image to management, staff, patients, prospects, clients, and other outside contacts.
- Exceptional internal and external customer service and interpersonal skills.
- Ability to work independently and collaboratively as a team member.
- Fully competent in MS Word, Excel, PowerPoint, and CRM systems. Able to learn new technology systems quickly.

**Application Instructions:** Please e-mail your resume to [careers@legacyhealthstrategies.com](mailto:careers@legacyhealthstrategies.com).