



**Job title:** Regional Sales Executive

**Reports to:** SVP Regional Sales/GM Regional Sales

The Regional Sales Executive's responsibilities include selling AMPS products/services to employers (through Brokers/Consultants) and TPAs in his/her assigned geographic territory for case sizes as defined by AMPS, with an objective to meet or exceed annual sales production target as directed by the SVP Regional Sales or GM Regional Sales. This role is also responsible for creating, maintaining and managing to their individual sales plan as directed by the SVP Regional Sales or GM Regional Sales.

**Essential Job Duties:**

- Maintain confidentiality and HIPAA guidelines to ensure the confidentiality of all members and clients.
- Acts as AMPS sales representative to prospect and build new revenue sources with employers (through Brokers/Consultants) and TPAs in assigned geographic territory for case sizes as defined by AMPS. Key products to be sold include but are not limited to AMPS' Medical Bill Review, Reference Based Pricing products, Stop Loss and Pharmacy capabilities.
- Attain and maintain alignment with SVP Regional Sales or GM Regional Sales on individual annual production target.
- Create and execute to their respective annual individual sales plan.
- Coordinate with SVP Regional Sales/GM Regional Sales and Chief Revenue Officer (CRO) on all product, pricing and go-to-market strategies.
- Closely coordinate with Marketing, Product and Account Management areas on applicable initiatives as directed by SVP Regional Sales/GM Regional Sales.
- Other training and project initiatives as directed and assigned by SVP Regional Sales/GM Regional Sales and CRO.

**Supervisory Responsibilities:**

- N/A

**Skills/Abilities:**

- Excellent verbal and written communication skills
- Excellent sales and customer service skills
- Strong analytical and problem-solving skills
- Confident decision-making abilities
- Ability to work independently and within a team environment
- Ability to travel on an as needed basis

**Education/Experience:**

- Bachelor's Degree in Business or a relevant field
- Minimum of 5 - 7+ years healthcare sales experience
- Must be L & H licensed

**Physical Requirements:**

- Commensurate with position/as defined by HR

*Advanced Medical Pricing Solutions (AMPS) provides market leading healthcare cost containment services for self-funded employers, public entities, brokers, TPAs, payers and many other entities. As we continue to grow, we look for driven professionals who share our core values. We take a "one team" approach to keeping clients satisfied and engaged with our products and services for the long-term.*