



Job title: Enterprise New Markets Sales Executive

Reports to: SVP New Markets Sales

The Enterprise Sales Executive's responsibilities include selling AMPS products/services to large employers or other strategic relationships representing 5,000+ employees or \$1 million annualized revenue through Brokers/Consultants and TPAs as defined by AMPS, with an objective to meet or exceed annual sales production target as directed by the SVP New Markets Sales. This role is also responsible for creating, maintaining, and managing to their individual sales plan as directed by the SVP New Markets 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 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 New Market Sales on individual annual production target.
- Meet or exceed all annual sales goals as assigned by SVP New Market Sales, e.g., sell a minimum of \$2.5 million annualized AMPS Revenue in CY 2021.
- Create and execute to their respective annual individual sales plan.
- Coordinate with SVP New Markets Sales 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 New Markets Sales.
- Other training and project initiatives as directed and assigned by SVP New Markets Sales.

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 10+ years healthcare sales experience
- Must be L & H licensed

Physical Requirements:

- 25-50% or more of time is spent traveling.

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.