



Account Executive, San Diego, CA (supporting East Coast operations)

CNECT, a national healthcare Group Purchasing Organization (GPO) recognized by the San Diego Business Journal as one of San Diego's Best Places to Work in 2011, 2012, and a winner in 2013 and 2014 also one of San Diego's Fastest Growing Companies in 2016 is seeking an inside sales representative to work in our corporate headquarters based in San Diego, California. This position is responsible for driving inside sales growth and exceptional customer service throughout the Southern California territory. This position works in conjunction with a region director, senior account executive and operations team to provide member support within the assigned territory and works in a consultative way with members to assist them in driving the greatest value from their GPO relationship. **Note: While this position is based in our San Diego Office, it requires work hours coinciding with Eastern Time business hours; typically: 5:00 AM – 2:30 PM, PT.**

Responsibilities Overview

- Conduct direct inside sales activities via phone calls, email and webinar interactions
- Provide sales support to the Region Director in assigned territory
- Accurately utilize the CRM to develop a sales pipeline for tracking new opportunities
- Drive contract penetration through customer service to reach territory goals
- Maintain primary day-to-day contact with suppliers to ensure member sales and service levels are of high quality

Qualifications

A Bachelor's degree and a minimum of three years of customer service experience required. Must possess strong oral, written and presentation communication skills, as well as an ability to manage multiple projects and programs concurrently. A dedication to outstanding customer service as a positive team player. Strong analytical skills, and the ability to make sound decisions in a dynamic and often ambiguous environment, are required. Working knowledge of relevant Windows based software packages and computer systems is required. Knowledge of the healthcare industry is preferred.

Compensation

We offer competitive compensation and benefit package plus bonus opportunity. Please email cover letter, resume and salary requirements to jobs@hcpsocal.org or fax to 619-542-4350. **Resumes submitted without salary requirements will not be considered.** CNECT, a division of Health Center Partners of Southern CA, is an EEO employer.

About CNECT

CNECT, a national Group Purchasing Organization (GPO) with 35 years of industry experience, signs up an average of 20 new members every week allowing them discounts and services specifically designed to enhance their financial strength. Without compromising quality, we strive to leverage the lowest possible price on contracted services and products for our 6,000+ members. CNECT is affiliated with Premier, one of the nation's largest GPOs. Through this affiliation, our members have access to a comprehensive savings portfolio that includes thousands of contracts covering all aspects of an organization's purchasing from med/surg supplies to office furniture, car rentals and cell phone services. Dedicated member support, detailed analytics, individualized program development, and training opportunities are just the start in which CNECT assists members to realize the total value proposition of their GPO relationship. Current members receiving CNECT's focused attention and enhanced customer service today include health care, social service and educational organizations. For more information on CNECT, please visit www.cnectgpo.com.
