



Strategic Account Executive, Northwest

CNECT, a national healthcare Group Purchasing Organization recognized by the San Diego Business Journal as one of the Best Places to Work in 2011, 2012, and a winner in 2013 and 2014 also one of San Diego's fastest growing private companies in 2016 is seeking a Strategic Account Executive to work from their home office in the Bay Area or Sacramento. This position is responsible for business development and driving sales growth throughout the Northwest region, as well as ensuring member service levels are of the highest quality. This position works in conjunction with an inside sales rep and operations team to provide member support within the territory, works in a consultative way with members to assist them in driving the greatest value from their GPO relationship, as well as actively engages in outside sales.

Responsibilities Overview

- Conduct direct sales activities via phone calls, email and face-to-face interactions and serve as a key contact to new and existing members with the territory
- Prospect, develop and follow up on new customer relationships
- Accurately utilize the CRM to develop a sales pipeline for tracking new opportunities
- Organize and participate in trade shows, associations, supplier meetings and other marketing presentations
- 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 3 years of sales 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. Travel is required.

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 California, 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 6,500+ members.

CNECT is affiliated with Premier Inc., a leading healthcare improvement company and 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, business and industry, and educational organizations. For more information on CNECT, please visit www.CNECTGPO.com.
