



Account Manager, San Diego, CA

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 a member service representative to work in our corporate headquarters based in San Diego, California. This position is responsible for providing exceptional customer service throughout the assigned territory, as well as providing sales support to associated in-field sales team. This position works in conjunction with sales, operations, and supplier partners to onboard new members, facilitate load processes, and work with members consultatively to drive the greatest value from their GPO relationship.

Responsibilities Overview

- Provide sales support to the Region Directors in assigned territories
- Provide support to supplier partners for incoming requests and referrals
- Field member requests from inbound emails, phone calls, marketing initiatives, and website inquiries
- Provide support for new member enrollment and vendor contract load requests
- Accurately utilize the CRM for tracking sales opportunities and business interactions
- Other duties, as assigned

Qualifications

A Bachelor's degree and 1-to-2 years of related customer service or sales support experience preferred. Must possess strong oral, written and presentation communication skills, as well as an ability to manage multiple projects and programs concurrently. 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 8,000+ 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.
