



FAMILY OF COMPANIES

JOB DESCRIPTION

JOB TITLE:	Region Director		COMPANY:	CNECT 100%
REPORTS TO:	Vice President for Sales			
DIRECT REPORTS:	N/A			
OUTSIDE TRAVEL:	75%	SECURITY LEVEL:	WORK CONDITIONS:	Home office & outside travel
		7-7/M-F		
This job description is intended to be a general statement about this job and is not to be considered a detailed assignment. It may be modified at any time, with or without advance notice, to meet the needs of the organization.				

REGION DIRECTOR, SOUTHEAST

CNECT, a national healthcare Group Purchasing Organization (GPO) is seeking to hire a Region Director to work remotely in their home office in the Southeast. The Region Director will be responsible for driving sales throughout their assigned territory. Duties include lead generation, prospecting, and closing new CNECT accounts. Duties also include, initiating calls with current customers to generate cross selling opportunities, following up on assigned leads and handling inbound calls from customers requiring assistance. This position works in a consultative way with members to assist them in driving the greatest value from their GPO relationship. This position actively supports the mission of Health Center Partners of Southern California and the social enterprise of CNECT.

ESSENTIAL JOB FUNCTIONS

- Conduct direct sales activities via phone calls, email and webinar interactions to existing and new members
- Represent CNECT in territory in identified major markets. In- field activities should include all of supplier development, new business opportunities, and reviews with existing members.
- In- field travel 75%
- Accurately utilize the CRM to develop a sales pipeline for tracking new opportunities and business interactions
- Drive member contract utilization through contract calls, business reviews, and key interactions
- Provide support to supplier partners for incoming requests and referrals
- Actively develop and follow through on all assigned leads
- Assist customers with problem resolution when problems are identified.

Region Director
Updated: July 2020

- Conduct portfolio trainings to assist members in accessing and maximizing their GPO benefits.
- Act as a liaison between members and suppliers to obtain high customer satisfaction levels, where appropriate.
- Responsible for continuously monitoring new developments within our target audiences in order to retain sales intelligence and positioning in the face of a competitive market.
- Contribute to a work climate that facilitates a collaborative team environment.
- Perform back-up duties to the Account Manager as required for coverage.
- Other duties, as assigned.

QUALIFICATIONS

Skills

The Region Director must be committed to the mission of Health Center Partners. Must be exceptionally skilled in oral and written communication and have the flexibility to build relationships within multiple levels of an organization. Strong analytical skills and the ability to make decisions in a dynamic environment are required. Candidate must be highly organized, detail-oriented and be dedicated to customer satisfaction. A strong work ethic and the ability to work independently in a fast-paced, autonomous environment are essential. Working knowledge of relevant software packages and computer systems is required. Must possess valid driver's license, insurance and provide reliable transportation for use in work.

Education/Experience

- A Bachelor's Degree in Marketing, Business or other related field is preferred. A minimum of seven to ten years of sales experience is preferred.

PHYSICAL REQUIREMENTS

- Ability to sit or stand for long periods of time
- Ability to reach, bend and stoop
- Physical ability to lift and carry up to 20 lbs.

HIPAA/COMPLIANCE

- Maintain privacy of all patient, employee and volunteer information and access such information only on as need to know basis for business purposes.
- Comply with all regulations regarding corporate integrity and security obligations. Report Unethical, fraudulent or unlawful behavior or activity.
- Upon hire and annually attend HCP's HIPAA training and sign HCP's Confidentiality & Non-Disclosure Agreement and HIPAA Privacy Acknowledgment
- Upon hire and annually read and acknowledge understanding of HCP's HIPAA Security Policies and Procedures
- Adhere to HCP's HIPAA Security Policies and Procedures and report all security incidents to HCP's Privacy & Security Officer

ABOUT CNECT

CNECT, a national Group Purchasing Organization (GPO) with over 40 years of industry experience, signs up an average of 20 new members every week granting 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 7,000+ 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.