



Harmony Healthcare Client Solutions

Position Title: Account Executive

Position Reports To: Director, Client Solutions

Based Salary Range: TBD

Expected Annual OTE: TBD

Job Description:

The Account Executive (AE) serves as the “point of the spear” for new client development and the expansion of service lines within the company’s active client portfolio. The AE will have the ability to leverage current company contacts and agreements to identify new buyers & build new relationships within designated service offerings including: Health Information Management, Finance & Accounting, Revenue Cycle Leadership, Clinical Documentation Improvement, Revenue Integrity, Clinical Abstraction, and Population Health. The AE will be responsible for developing new business within the selected service offerings across all clinical care settings (Hospitals, Health Systems, Physician Practices), insurance companies, and government agencies.

Key Responsibilities:

- Source new prospects leveraging Linked In and other Sales Intelligence tools
- Identify key decisions makers within designated service offerings and qualify potential opportunities to introduce Harmony’s value-added service
- Collaborate with hospitals leaders to creatively solve human capital needs
- Research & understand industry trends and the impact on various prospects and clients
- Qualify potential customers through discovery calls and market analysis
- Deliver proposals demonstrating Harmony’s unique capability to solve provider challenges related to process and people inefficiencies
- Articulate Harmony’s service offerings to prospects with an in depth understanding of how our service adds value and solves problems
- Invest significant time to learn and understand the company’s previous success stories and translate past work to real time interactions with customers
- Build/Prepare/Deliver customized pricing that benefit prospects and clients resulting in signed service agreements
- Attend regional and national conferences to represent the company and further strengthen relationships with clients and prospects
- Understand the customer’s corporate, vertical and project goals at a detailed level.



Traits:

The Account Executive will possess the following skills and characteristics:

- Coachable, learns and applies in real time
- Above average emotional intelligence with the ability to maintain a positive attitude
- Excellent written and verbal communicator (in office, phone & email)
- Self-starter with personal drive to exceed goals and the ability to self-critique
- Proactively identifies and addresses challenges and concerns
- Personable individual who enjoys collaboration with internal teams, clients and consultants
- Holds a “thirst for knowledge” and is consistent in staying solution-oriented, always reaching for new heights
- Willingness to step outside of comfort zone
- Fosters high level of self accountability through aggressive, hard hitting performance metrics management
- Thick skin with the ability to actively participate in constructive criticism, brainstorming and feedback

Culture:

- Drive Harmony proven best practices (metrics, progressions, daily plans, team collaboration, and sales strategies)
- Genuine commitment to personal and professional development
- Goal-oriented and results driven
- Process heavy environment with strong track record of what it takes to be successful
- Consultative, solution-based business approach
- Dynamic and energetic environment
- Inclusive and collaborative with all internal teams as well as other business relationships
- Strong entrepreneurial spirit while staying consistent with Harmony core values
- Firm conviction that self-accountability and drive leads to organizational success
- Problem-solving psychology and strategic thought processes

To apply for this position, please reach out to Gabriella DeSouza at GDeSouza@harmony.solutions.

Please include your resume with your message.