



Harmony Healthcare Client Solutions

Position Title: Channel Sales Executive

Position Reports To: VP, Client Solutions

Based Salary Range: TBD

Expected Annual OTE: TBD

Job Description:

The Channel Sales Executive has responsibility for the execution of Harmony's sales as it relates to all business outside of the provider setting that can be considered strategic partners. They will develop a strategy to build relationships with organizations that include Public Accounting firms, consulting companies, international outsourcing companies, law firms, technology/software companies and more. The CSE is responsible for growing Harmony's current client portfolios and developing new Strategic Partners. He/she will be responsible for the preparation and delivery of sales presentations that support Harmony's value propositions, differentiators and added value services for various organizations to leverage with their clients. They will manage the ongoing client relationship to ensure Harmony is positioned appropriately with the client as the leading service provider and referenceable partner. The CSE will also be responsible in guiding Harmony CSMs when assigned to projects and/or larger accounts.

Key Duties:

- Develop in-depth organizational charts for high profile targets and current customers.
- Effectively gain an understanding of customer targets and go to market strategy to position Harmony service offerings appropriately.
- Develop sales collateral that allows Strategic Partners the ability to market additional service offerings to clients easily and efficiently. Material will be built in conjunction with marketing department with the ideas and execution provided by the CSE.
- Establish scheduled touchpoints with key targets and clients with the goal of developing a sales cadence that works well for Harmony and our partners.
- Develop relationships at all levels of a strategic customer's organization with emphasis on key decision makers and executive level.
- Build/Prepare/Deliver sales presentations that communicate value and support differentiation.
- Meet key customers face to face during partner meetings, conferences, and normal client visits.
- Establish strong alignment to the customer's future go to market strategy and buying motives through executive level discovery and value communication sales techniques.
- Understand the customer's corporate, vertical and project goals at a detailed level.



Traits:

The Channel Sales Executive will be a goal-oriented individual who can demonstrate proven results in the staffing or healthcare solutions industry. Ideally, they will have successful experience in initiating, cultivating, and managing relationships that include large provider systems, consulting firms and/or key target accounts. Additionally, he/she will be skilled in the Harmony sales process as well as a consultative approach to sales and relationship management with the ability to effectively align customer goals with differentiated Harmony solutions. He/she will be an excellent communicator who is able to present equally well to all levels of a client organization.

The Channel Sales Executive will have experience in a highly dynamic environment where a premium is placed on contribution and collaboration. This position demands an individual with high energy who has an ongoing personal commitment to achieve the highest quality results while demonstrating the highest levels of personal character and integrity. He or she must be a team player who can build excitement around the organization. This individual will be a self-starter who values team input and considers opinions before making fact-based decisions.

Additionally, the Channel Sales Executive will possess the following skills and characteristics:

- Passionate and enthusiastic about the company's vision and strategic plan.
- Above average business acumen and analytical skills.
- Excellent planning and communication skills, the ability to lead virtual teams in the execution of account strategies and plans.
- Documented strength in creating and managing executive level relationships in client companies.
- A collaborative, action-oriented team player who can operate successfully across formal and informal reporting structures.
- Comfortable with ambiguity and able to perform effectively with limited detail while pursuing a specific business objective.
- Takes responsibility and is accountable for their results.
- A sense of urgency and the will to succeed.
- A creative problem solver who can view a problem strategically and effectively align solutions with the goals of the organization.

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



Education/Experience:

A four-year undergraduate degree is preferred for this position. The ideal candidate will have had at least three to five years of successful sales experience with a track record of high achievement preferably within the healthcare professional services industry.

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

Please include your resume with your message.