

Job Title: Director, Business Development

Location: US Remote/Travel

Job type: Full-Time

Compensation: DOE

Start Date: Effective immediately



ECLAT Health Solutions is seeking a seasoned **Director, Business Development** skilled in fostering new and revitalizing former business growth opportunities through the development of genuine relationships with key decision makers within a wide variety of Healthcare Providers such as Health Systems, Hospitals, Physician Groups, and Specialty Practices. This position will require marketing expertise to assist with brand awareness for quantifiable solutions. The ideal candidate will bring a proactive mindset to the table, offering suggestions for new sales promotions, while nurturing ongoing relationships. The Director of Business Development will report to the Vice President of Business Development and be responsible for delivering sales leads and closures within a defined territory.

Job Responsibilities:

- Identify company goals that are on trend with the healthcare environment as it relates to RCM
- Responsible and accountable to plan, organize, and orchestrate internal resources appropriately to obtain annual sales objectives
- Responsible for proactively seeking out new opportunities for networking within budget
- Responsible for planning, qualifying, obtaining, and managing new sales opportunities to achieve and exceed revenue goals
- Provide timely and accurate pipeline tracking within Salesforce and HubSpot CRM
- Able to develop and deliver sales presentations, proposals, and contracts, as needed
- Responsible for executing Vendor registrations for RFP proposals as needed.
- Must be able to meet and exceed established quotas for calls, meetings, and revenue targets
- Travel to provide onsite presentations to key decision makers with Hospitals and Health Systems
- Seek and follow up with opportunities for partnership and collaboration with industry leaders, RCM associations, trade shows, conferences, and events
- Effectively communicate the services offered ECLAT Health Solutions in alignment with prospects' short-term and long-term goals and objectives
- Other duties as assigned

Job Requirements

- Minimum of 5 years of direct sales and business development experience
- Proven track record of closing deals within sales target goals
- Bachelor's Degree in Marketing or Business Administration
- Deep understanding of the US Healthcare market and Revenue Cycle Management
- Proficiency using Salesforce and CRM technologies like HubSpot, ZoomInfo is a plus
- Curated compilation of high-level contacts relevant to ECLAT's business
- Capable of traveling nationwide, as needed

Job Skills:

- Excellent networking skills and proven client relationship development
- Previous management skills preferred
- Excellent written, verbal, and presentation skills
- Proficient with standard software tools such as Microsoft Word, Excel, PowerPoint and/or Google Sheets, Docs, Slides

Benefits: All ECLAT FTEs are eligible to receive Medical, Dental, Vision, Life and Dependent Life insurance. Paid Time Off (PTO).

About ECLAT Health Solutions

Founded in 2008, ECLAT Health Solutions has been continuously servicing high-quality revenue cycle management healthcare support services for hospitals and health systems nationwide with a focus on delivering the fastest, most accurate, flexible, and affordable solutions available. Recognized as one of Inc.'s 5000 fastest-growing private companies in America this year, ECLAT Health Solutions is looking to expand services in revenue cycle management by offering effective operational strategies that deliver customized solutions for medical coding accuracy, medical billing processes, ICD-10 Auditing, CDI advances and more. For more information, please visit our website at www.eclathealth.com.