

Job Title: Director, Sales - Strategic and Channel Partners

Location: US Remote

Job type: Full-Time

Compensation: Depends on Experience

Start Date: Effective immediately

ECLAT Health Solutions (ECLAT) is seeking a **Director, Sales - Strategic and Channel Partners** to develop and execute a national sales strategy for the channel with focus on significantly increasing the market share of ECLAT's core services (e.g., coding, billing, AR, auditing for payers and providers both alike) delivered through partnerships. This position includes direct engagement with and through technology organizations other RCM organizations as well as consulting firms with special healthcare services and solutions focus.

Job Responsibilities:

- Driving new channel partnerships and nurture strategic relationships.
- Research and define what channel and strategic partners are a fit for the company
- Producing and delivering proposals, assisting channel partners with RFPs, and negotiating service agreements to close sales within a short span of time.
- Meet annual sales targets for new business.
- Managing sales pipeline across the board from development of sales prospects to facilitating the closure of deals for new business.
- Generating and presenting regular status reports of billing and sales updates to senior management by identifying and reporting upon Key Performance Indicators (KPIs) to achieve optimal results with the channel sales and billing operations.
- Preparing and delivering presentations to channel clients and prospects with ease and address the prospective client's needs in an efficient manner.
- Working with existing account managers to identify and pursue upselling opportunities leveraging channel partner capabilities to penetrate further into existing customer organizations.

Job Requirements:

- 10+ years of work experience in healthcare providers and / or payers *strongly preferred*
- Proven track record of closing deals within sales target goals
- 10+ years of work experience in Enterprise Software and Solution sales or Channel sales.
- Must have experience systematically scaling software sales and helping channel partners to grow their solutions resulting in both parties growing.
- 7+ years of experience in sales lead generation and closure with proven track record of generating sales in healthcare (Provider and / or Payer). Direct experience with coding, billing, AR, and medical auditing *strongly preferred*
- 5+ years of management or supervision expertise.
- Capable of traveling nationwide, as needed (Up to 50% travel.)
- BA or BS or equivalent with related practical experience

Job Skills:

- Self-driven and problem-solving attitude.
- Communicates effectively and efficiently with company stakeholders at multiple levels (Director, VP, C-suite).
- Willing to learn and take on any challenge presented within the revenue cycle process.
- Excellent critical thinking skills to form resolutions as needed.

Benefits:

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 5,000 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.