



Strategic Account Executive

[Application Link](#)

Compensation: \$85,000.00 to \$95,000.00 Annually
Benefits Offered: 401K, Dental, Life, Medical, Vision
Employment Type: Full-Time/Exempt

Overview

The individual in this position will work in conjunction with the Sales and Marketing team to identify, secure, retain, and manage clients.

Behavioral Expectations

- Identify and seek personal and professional growth opportunities and proactively contribute to the success of the team and company.
- Courageously adapt, celebrate the achievements of others, and take pride in doing quality work.
- Develop and leverage self-awareness and self-management to establish and maintain genuine relationships with colleagues, leadership, and external stakeholders.
- Proactively learn about and consciously leverage your unique and powerful Strengths in a manner that supports cohesion and company-wide success.

Tactical Objectives

- Develop and execute individual sales and service plans that support quota attainment and corporate sales goals; proactively track progress and adapt approach to ensure quotas are met.
- Identify and target prospective clients within existing relationships; effectively secure and onboard new clients by clearly communicating our service offerings and our vision.
- Manage the contracting, intake, and hand off to account manager of new business and all related documentation and processes using established systems.
- Identify and close opportunities to round out existing accounts with additional product lines.
- Communicate effectively with team and notify Sales Executive of all client issues, communications, and potential problems in a manner that supports high retention rates.
- Utilize marketing collateral and professional network to increase Renalogic's visibility and strengthen our brand equity; proactively track, measure, refine approach to support a high return on time invested.
- Provide education to clients, stakeholders, and industry partners on renal industry advancements and Renalogic's differentiation in the marketplace.
- Work in conjunction with leadership, EVP of Sales and Marketing, and Sales and Marketing team to monitor, evaluate, and communicate industry trends; use this information to appropriately direct tactical and strategic activities.
- Establish and maintain strong professional relationships with industry leaders and experts; utilize these individuals to identify and capitalize on potential growth opportunities.
- Revise service delivery processes and procedures; identify potential areas of growth; work collaboratively to address these areas of growth and measure impact from a cost savings and client service standpoint.
- Represent Renalogic in industry presentations, webinars, board positions, trade shows and conventions.

Required Skills, Abilities, Experience, Education/Certifications

- Must have at least five years' experience in a similar role, with at least two years of managing clients in the ancillary healthcare/employee benefits field.
- Must have at least a B.A. / B.S. in a related field.
- Ability to write and speak in a manner that is persuasive, clear, and professional; do so in one-on-one settings, small group settings, and large group settings.
- Strong working knowledge of common office software such as MS Office, Visio, and CRM platforms; ability to learn new software quickly.
- A detail-oriented approach to work which includes the ability to recognize and correct errors.
- Strong time management skills which includes the ability to recognize when additional help and/or information is needed to fulfill specific expectations.
- Strong working knowledge of common office applications (e.g. MS Office) and the ability to learn and effectively utilize new or recently adopted software.
- Strong critical thinking and problem-solving skills which includes the ability to work with others to effectively understand, address, and resolve concerns, questions, and barriers to success.
- Ability to take direction from multiple sources and often with ambiguous or limited information.

- Must be able to pass a background and reference check successfully.
- Must have access to reliable internet and power.
- Must have a dedicated workspace where you can effectively engage in work related activities without unnecessary interruptions.

Physical, Mental, and Sensory Capabilities

- Be able to speak, write, and communicate fluently in English.
- Be able to learn, retain, and utilize data and information.
- Be able to learn and utilize new technologies to fulfill job functions.
- Be able to recognize, understand, and respond to written and spoken words, understand facts and figures, and adhere to established processes.
- Be able to effectively use a variety of peripherals, such as a printer, scanner, computer, phone, etc.
- Be able to pick up, lift, assemble, carry, and move objects and equipment of up to 30 pounds.
- Be able to maintain sustained concentration on computer screens.
- Be able to engage in some overnight and day-long business trips.

We are proud to be an Equal Opportunity Employer. *All individuals will be required, once hired, to successfully pass a background, reference, and education verification process and must demonstrate that they are legally authorized to work in the United States.*