

Virsys12 – Director, Business Development

Virsys12, headquartered in Brentwood, Tennessee, is setting a new standard in healthcare professional services with Salesforce as a consulting partner. We are looking for a Director, Business Development to be based in the Brentwood office as we continue our rapid growth.

About Virsys12

Virsys12 is focused on transforming the business of healthcare with software applications and professional services for the implementation of Salesforce. Virsys12 is a dynamic, award winning Salesforce Gold consulting partner with a nationwide client base. While we've received numerous awards for our healthcare industry innovation, it is our people, our culture, and our leaders that make Virsys12 such a great place to work!

At Virsys12, we strive to be the place where a diverse mix of talented people want to come and stay, and do their best work! We are collaborators and innovators. We are motivated by passion, collaboration, integrity, and transformation. Our team is driven by a purpose to help others succeed, a mission to be healthcare's number one consulting partner for technology, and a laser sharp vision to empower our clients by providing the right technology for the growing complexity of the business of healthcare.

Job Details

The main responsibility of the Business Development Director is to expand Virsys12's client base in the healthcare industry by selling the Salesforce solution suite and Virsys12 applications. The ideal candidate will have demonstrated proven success in business development selling professional implementation services for the healthcare industry.

First 3 months

- Deepen your knowledge of the Salesforce solution suite and Virsys12's proprietary apps.
- Grow and manage a pipeline of prospective clients and become fluent in client business models, their unique challenges, desired outcomes, and strategic goals.
- Develop strong working relationships with Salesforce Account Executives (AEs) who support your customers and territory.

Next 12 months

- Meet or exceed monthly, quarterly, and annual sales targets.
- Support existing client sales from an account management perspective regarding non-technical asks and upsell opportunities
- Successfully negotiate deals that are in the best interest of both Virsys12 and the client, close the deal and obtain a signed agreement.
- Follow the Virsys12 sales process and lead all sales efforts to drive the opportunity from Lead to Close and seamless handover to the Delivery Team.
- Work closely with Salesforce AEs and sales leadership to define strategy and process.
- Participate in onsite client demonstrations, discovery meetings, and sales-driven discussions.
- Conduct pre-discovery and discovery calls and gather requirements

- Establish and manage an accurate individual sales pipeline and forecast.
- Be a customer service-oriented and effective sales team member who keeps the mission of Virsys12 top of mind and demonstrates the company values of Passion, Transformation, Collaboration, and Integrity.
- Establish strong, professional working relationships and partnerships with clients and internal team members and represent Virsys12 in a dignified manner in all meetings, events, and activities.

What you need to be successful in this role

- Minimum 5 years of experience in new business development, strategic relationships, and complex sales.
- Minimum 5 years of quota-carrying professional services and/or healthcare technology applications sales experience.
- Well established at running a professional sales process and managing complex sales cycles, understanding a prospect's business and selling to C-level and senior executives across both business and IT at large healthcare systems, payers and major companies.
- Ability to effectively qualify opportunities and prospect within assigned territory and verticals to achieve a qualified pipeline of 5X the annual revenue quota.
- Demonstrable track record of closing sales to healthcare clients and conducting executive level negotiations.
- Experience with 1 to 4 month-long sales cycles and experience with long-term sales cycles to enterprise accounts.
- Experience promoting business solutions with a customer relationship management solution such as Salesforce.
- Ability to build strong, lasting relationships and develop accounts over time.
- Expertise at developing Statement of Work (SOW's / proposals), conducting remote and face-to-face pre-sales discovery and sales presentations and high level demonstrations.
- Expertise managing and tracking opportunities, accounts, contacts, activity, and forecast in Salesforce to provide visibility.
- Bachelor's degree or equivalent years of experience required.
- Willingness to travel up to 50% on an annual basis.
- Experience selling Salesforce.com services and licenses a plus.

What we're looking for in you

- **Initiative:** Proactively finds ways to get the job done and sell more deals
- **Persistence:** Follows through on items without being managed. Resourceful, has grit and possesses "can do" attitude. Proactive approach with the drive to constantly push the limits to execute on a timeline
- **Organization and Planning:** Plans, organizes, and schedules in an efficient, productive manner; focuses on key priorities; manages time well

- **Calm under pressure:** Ability to navigate and lead the team through high-priority negotiations and other high stress situations; works well under high-pressure timelines.
- **Communication:** Ability to communicate clearly across multiple channels of communication (verbal, email, PowerPoint).