



Strategic HealthWare Solutions

# Sales Executive

## SALES EXECUTIVE

- Bachelor's Degree
- 3 Years Experience
- Travel Required

### WHO WE ARE

BlueWare is an international software corporate dedicated to the healthcare industry. We develop and support a family of products that delivers a comprehensive electronic health record.

### OUR VISION

BlueWare imagines a world where healthcare is improved by giving the right people the access to the right information. We believe that working collectively, we have the tools to lengthen the life expectancy of mankind. We carry this worldwide vision to each and every community we serve.

**BlueWare**  
Healthcare Solutions

3060 West 13<sup>th</sup> Street  
Cadillac, MI 49601

www.blueware.us  
Phone 231-779-0224

### Position Summary:

The Sales Executive will be responsible for prospecting and selling the complete suite of our BlueWare's products and services, driving strategy, and closing business on a regular basis. The ideal candidate has a proven track record of success selling enterprise software or services to Medium and Large Accounts and in building beneficial, lasting relationships with customers. Travel is required.

### Responsibilities include but are not limited to:

- Exceeding quarterly and annual quota objectives
- Acquire new business from target Markets
- Build a good strong pipeline.
- Managing all opportunities to increase deal size and accelerate the buying process;
- Strategically evaluating, managing, and prioritizing opportunities
- Accurately forecasting opportunities based upon realistic assessments
- Management and reporting of the 23 Steps
- Qualify customers - determine need, opportunity, ability-to-buy, and decision making capability.
- Position company service offerings appropriately with customer contacts at C-Level, IT, and vendor management levels
- Interaction with all stakeholders – marketing, delivery teams, solution design, finance, top management.
- Frequent on-site visits with customers and prospects in your region;
- Help develop and present proposals that clearly convey business needs, project approach, and relevant experience and client benefits.
- Demonstrate effective negotiation and closing techniques in securing profitable business.
- Achieving and sustaining 100% customer satisfaction with all respective customers
- Maintaining professional internal and external relationships that meet our core values
- Completing all internal certification requirements

### Qualifications:

- Bachelor's Degree and a minimum of 3 years of experience selling complex application software and service solutions into medium and large corporations, preferably in the healthcare industry
- Consistent track record of success in consultative sales environments;
- Consistent track record of developing new business and managing a complex sales cycle, from generating leads through closing
- Demonstrated success with C-Level and multi-level selling
- Excellent written and oral communication skills with the ability to communicate at a level of detail appropriate for the audience
- Outstanding interpersonal and leadership skills, strong work ethic and self-motivated
- Enthusiastic and driven to succeed
- Ability to work independently, but also successfully work on a team
- Detail oriented and sound independent judgment
- Ability to negotiate effectively