



## Account Executive

ABILITY™ is looking for several Account Executives to sell desktop and portal products and services directly to the healthcare industry, specifically the administrative personnel that require access to the various Medicare applications to perform their job function.

### Company Overview

ABILITY works to save lives by facilitating information exchange and knowledge-sharing among every participant within the healthcare spectrum – hospitals, physician practices, home care providers, DMEs, and private and government payers – as well as the Centers for Medicare and Medicaid Services (CMS). In use for more than a decade in more than 3,000 hospitals across the country, ABILITY’s network supports healthcare decision makers in their quest to promote care coordination and collaboration, reduce record fragmentation, participate in new and emerging care models, and access the Direct Project network and state and community-based Health Information Exchanges (HIEs).

The people who work at ABILITY are proud of who they are and what they do. They feel a strong connection to the people they work with and share a sense that the work they do “makes a real difference.” They express a great sense of reward from knowing that the work they do and the products and services that ABILITY offers make a profound impact on their customers’ lives and even more so on the quality of care that patients receive.

### Essential Position Duties and Responsibilities

- Sell ABILITY desktop and portal products and services directly to the healthcare industry, specifically the administrative personnel that require access to the various Medicare applications to perform their job function.
- Initiate outbound prospecting, qualifying, and contact verification for ABILITY enterprise applications.
- Qualify and screen all inbound inquires.
- Work in a team environment to drive all prospecting, qualification, sales activities and sales targets in a defined geography or territory.
- Utilize issue-based prospecting and sales techniques to uncover customer needs and correspondingly the value of the business problem we are attempting to solve.
- Become proficient with using the CRM Sales Form Automation tools for contact management, opportunity tracking, sales pipeline management, forecasting and sales reporting.



- Use CustomerCentric™ sales techniques, process, and pipeline milestones to manage sales process with prospects and buyers.
- Provide sales support to our Region Managers while prospecting and selling our desktop application to small and midsized healthcare providers.

### Experience/Skills

- Bachelor's degree or equivalent
- 2 years of successful telesales experience selling technology products or services, calling on business influencers and meeting monthly performance objectives; healthcare experience preferred
- Ability to make 60+ phone calls per day and build rapport over the telephone with medical billing specialists and administrative staff
- Excellent verbal and written communication skills
- Outstanding time management skills
- Working knowledge of sales force automation and contact management systems
- Computer proficiency specifically with Microsoft Word, PowerPoint, Excel and Outlook
- Willingness to sell in a team environment, where interaction with other inside and outside sales professionals and marketing personnel is necessary to achieve sales goals
- Bilingual candidates who speak English and Spanish as a second language are preferred.

### To Apply

ABILITY offers a competitive compensation, a comprehensive benefits package, and employee stock options.

To apply, please go to: <https://home.eease.adp.com/recruit/?id=1197361>