



Title: Account Executive

Position Goal: Build a profitable business within assigned geographic territory. The Account Executive seeks and follows leads to acquire new business for ChiroTouch, including seeking out purchasing decision-makers and developing working relationships with them. Designs and delivers presentations highlighting ChiroTouch products and services. Negotiates contract terms with prospective clients and successfully closes sales. Works towards exceeding predetermined quotas set by supervisor. Maintains contact with existing clients and channel partners in an effort to obtain incremental business from them.

Position Requirements:

Build a structure for establishing a market and business that includes:

- Providing system demonstrations of ChiroTouch practice management software to prospective doctors via phone and internet
- Closing sales and confirming customer funding
- Generating referrals from existing customers while identifying add-on sales opportunities
- Building channel partnerships with referring affiliates
- Identifying and nurturing influential doctors within the geographic territory so as to develop clusters of referring doctors
- Developing industry partnerships with continuing education providers, coaching experts, State Chiropractic Associations, and technique associations
- Face-to-face presentations at local market events and chiropractic colleges
- Post-sale follow up & relationship building for new clients
- Maintaining immediate and accurate CRM input and updates regarding customers and prospects

Skills and Experience:

- 5-7 years selling technology-based solutions, preferably in the health care industry
- Experience with selling complex solutions over the phone to small businesses
- Must live and have worked for several years in geographic territory
- Outstanding written and oral communication skills
- Superior business and negotiation skills
- Chiropractic and/or medical industry experience required
- Ability and willingness to travel frequently within the territory and occasionally within the US for nationwide trade shows
- Bachelors degree in business or the sciences

Territory: Southeast or Northeast

Reports To: VP of Sales

This is a full-time position. Salary commensurate with experience. Please send resume and cover letter to dwilson@mychirotouch.com.

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