



## Sales Executive - Remote

Whitespace Health is seeking a successful sales professional with experience in EMR, healthcare technology SaaS and/or revenue cycle management (RCM). You will be key to our success by having discussions with prospects uncovering their challenges and how our healthcare SaaS-based solutions can solve them. This is an extremely promising role in a high growth healthcare technology start up, that is venture backed and operating in cutting edge areas like business intelligence, artificial intelligence and business process improvement technology. Due to the high importance of this role(s), we want to ensure we are bringing forward individuals who are extremely motivated to take advantage of such a high opportunity. We offer a very competitive base salary + commission.

### What We Have For You:

- Establish, build, and maintain relationships with healthcare executives
- Cold calling, attending conferences, and generally doing whatever it takes to grow and maintain your sales pipeline
- Delivering the company message and all products it encompasses
- Developing complex sales and (potentially) channel strategies to maximize their territory
- Managing daily activity within our CRM
- Working collaboratively with marketing, product, and are various channels and partners
- Being the "quarterback" to guide deals along with multiple voices involved
- Conducting product demonstrations and presentations
- Most important - Extremely ambitious mindset to make money in a tremendous opportunity with a fast growing company. This is opportunity is too good to be a 9-5!

### What You Have:

- 4 year degree or equivalent work experience within Healthcare SaaS
- 5+ years experience in professional SaaS Healthcare sales
- Strong ability to solution sell and excellent presentation skills
- Healthcare IT sales experience preferred
- Healthcare RCM and/or EMR experience strongly preferred