



Position Description: Sales Account Manager

About the job:

IHA is looking for a passionate and experienced Sales Representative to support the launch of a large scale, state-wide provider directory product for all health plans and providers in California. Reporting to the Director of Sales, you will be responsible for working collaboratively with our marketing team to pursue leads that will be converted to sales. We are looking for a sales person that is enthusiastic, driven, and strong attention to detail. This is a unique opportunity to work with thought leaders across California and be a part of a smart, hard-working, fun team that is leading a big, challenging project that can move the needle on a key health care industry pain point.

In this position, you will:

- Field inbound phone calls and work closely with our marketing team to pursue and qualify web leads
- Proactively follow up with prospects as well as current clients to learn their business models and document tasks and activities
- Make outbound calls to generate interest in sales campaigns, promote brand recognition, gather data and additional tasks as required by management
- Use Salesforce.com to convert leads and update and track existing opportunities, including creating reports to monitor sales activities
- Schedule and host sales presentations using Zoom and/or WebEx
- Basic experience with Microsoft Office products, Outlook, Gmail, Google Drive, etc. required
- Work closely with Customer Success team to facilitate successful handoffs as well as grow and develop referral program

You have most of the following:

- Bachelor's degree is preferred but enough work experience will still be considered
- 3 -5 years of similar sales experience
- Ability to thrive in an independent environment and with a willingness to be held accountable
- Previous experience in a sales environment within the Healthcare Industry.
- Knowledge of Healthcare organizational structures (i.e. Health Plans, IPA's, MSO's, Provider Groups etc.)
- Attention to detail and efficient at multi-tasking

Bonus if you have:

- Strong understanding of the structure of California health care delivery system
- Salesforce experience

Benefits:

- Competitive salary
- Remote Position
- Free snacks, tea, coffee
- Subsidized gym membership
- 401K contribution

- 21 paid days off a year + 9 holidays
- Medical/dental/vision coverage
- Commuter benefits

US work authorization is a prerequisite to employment for this position.

Please submit cover letter and resume in confidence to jobs@iha.org, and include “Inside Sales Representative” in the subject line.

About IHA

The Integrated Healthcare Association (IHA) is a multi-stakeholder leadership group that convenes diverse stakeholders committed to advancing high-quality, affordable, patient-centered care across California and the nation. IHA works with key industry leadership on performance measurement and improvement, incentives and cross-industry collaborations that drive efficiency.

IHA was established as a statewide association in late 1994 and is governed by a 40-member board of directors from California’s leading health plans, physician groups, health systems and hospitals. IHA has a rich history and depth of experience in multi-stakeholder collaboration, performance measurement, and reporting. IHA is a small organization with a strong culture that leads projects with high industry visibility and impact.

About the Provider Directory Utility

Post-ACA, consumers increasingly rely on provider directories to review networks when choosing a health plan, yet health plans have been challenged to provide accurate public provider directories that reflect the various types of providers available through their networks, their qualifications and capabilities and their availability. Longstanding challenges around the accuracy of provider data are magnified by confusion associated with complex and uncoordinated regulatory requirements, quickly changing data and outdated systems and processes.

With a five-year, \$50M investment IHA is launching a new large-scale cross-industry project, focusing on building a next-generation, cloud-based, statewide provider directory utility. The product will offer participating organizations on-demand, accessible and accurate provider directories to support both consumer purchasing decisions, management of network adequacy by healthcare organizations and additional use cases.