Inside Sales Internship
at Health Catalyst
Salt Lake City

https://www.healthcatalyst.com/job-openings/?gh_jid=665558

Contact: Bryce Bagley – Inside Sales Manager:
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Job Title: Account Executive

Status: Part Time / May - December 2017

Department: Sales

Location: Salt Lake City, UT (Must be a current resident of UT)

Classification: Exempt

Travel: 0%

Job Summary

During the internship, this individual will be trained and work as an Inside Sales Account Executive. They will work closely with the rest of team, by supporting inbound requests from marketing, and nurturing national accounts for the Business Development team.

Duties and Responsibilities

- Identify key accounts and decision makers
- Prospect for qualified sales opportunities
- Prompt follow up on inbound leads
- Assess prospects pain points, needs, and objectives
- Schedule phone and in person appointments with healthcare decision makers
- Maintain accurate and timely call notes in SalesForce
- Support outside sales team members as needed

Knowledge and Skills

- Strong negotiation skills
- Ability to effectively read the environment; ability to navigate and understand the challenges and appropriately manage the development of expectations.
- Ability to manage tenuous situations.
- Ability to accurately draw appropriate conclusions early as well as the proven ability to adapt quickly and flexibly in a dynamic environment.
- Must have general understanding of data warehousing principles and ability to explain general data warehousing concepts.
• Highly Effective demonstrable communication skills,
• Advanced interpersonal skills with the ability to effectively guide and direct communications, including meetings.
• Advanced presentation skills.
• Ability to adapt quickly and change direction as needed.
• Ability to learn new software tools quickly.
• Advanced decision-making skills.
• Ability to prioritize the project management deliverables and understand the risk or impact.

Education

• In progress with a bachelor’s degree in related field highly preferred and demonstrated equivalent work experience

Experience

• Sales experience or relevant education is desirable
• SalesForce CRM experience a plus