

Healthcare IT Services Sales Executive

Galen Healthcare Solutions is a Professional and Technical Services Company with a specific focus on assisting members of the health care community with the challenging, sometimes painful task of migrating to a predominantly paperless world. Galen has built the largest and most accomplished group of Enterprise EHR professionals within our community. Along with size and experience, Galen brings true breadth and depth across Implementation, Project Management and Technical Services.

In 2010, *Inc.* magazine ranked Galen Healthcare Solutions #21 in the health industry and #333 overall on its fourth annual Inc. 5000, an exclusive ranking of the nation's fastest-growing private companies. The list represents the most comprehensive look at the most important segment of the economy—America's independent-minded entrepreneurs.

Galen prides itself on being a unique consulting organization and is well-positioned to leverage its experience, its relationships, and its expertise to empower its partners in their efforts to provide extraordinary patient care through the use of technology. We encourage forward-thinking, learning and applying new skills and think of ourselves as a family.

Position Description

Galen is looking for a Sales Executive, responsible for prospecting and driving the sales process within the Healthcare IT and EHR communities. We are seeking Sales Executives with established relationships with medical practices both large and small throughout the country. Our ideal candidate is well versed in national HCIT initiatives and understands how Galen can meet the needs of the client. The Sales Executive position will help to build a sales pipeline of qualified opportunities and execute comprehensive sales plans.

Requirements

- Success in selling into the Ambulatory EHR market
- Experience with information technology including Practice Management and EHR software as well as any experience in successful implementations is highly desirable
- Well networked within the domestic Healthcare Information Technology Industry community
- Exceptional communication abilities with strong presentation skills
- Ability to understand the evolving needs of clients, position Galen offerings and provide feedback internally for future product and service development

Travel: 35% to 50% average

Experience: 3+ years Sales experience in IT Service, Healthcare or Software Vendor sectors

Education: Bachelor's degree preferred, Healthcare Management a plus.

Location: Galen has offices in Boston, Burlington, VT and Chicago, but will consider the right candidate in any location.

Applicants must be a U.S. Resident or currently able to legally work in the U.S

Please submit resumes to careers@galenhealthcare.com