

**VirMedica, Inc.**

## **Sales Executive, eACCESS, New Business**

LOCATIONS: Connecticut headquarters or home office, United States

PRIMARY FUNCTION: New Business Sales/Client Management

### About VirMedica

VirMedica is a technology company focused on improving patient access. Our e-ACCESS solutions touch the lives of patients diagnosed with serious medical conditions. We streamline, organize and present data to ensure stakeholders spread across the patient access ecosystem are connected and empowered. Our solutions help manufacturers and their service providers simplify and automate processes typically required to start a patient on a new specialty therapy.

Every single VirMedica employee contributes to our mission—by joining VirMedica you act as a catalyst in a chain of events that helps millions of people all over the United States. We understand the importance of a system that works together. You'll collaborate on the products and solutions that help us carry out our mission to improve lives and advance healthcare. Your expertise, drive and passion can help us improve everything we touch, from providers to payors to manufactures to pharmacies. Working here is your opportunity to shape an industry that's vital to us all.

If our company and purpose sound exciting to you, we encourage you to submit your resume and credentials for the opportunity to join our team of leaders and begin a rewarding career.

### Our Solutions

Our solutions, branded under the name "eACCESS," are designed to support the patient onboarding process for specialty products that are covered under a patient's medical and/or pharmacy benefit. We have 2 main product lines (eACCESSMED and eACCESSRX):

#### *eACCESSMED*

- Designed for high-volume Buy and Bill brands that fall under the patient's medical benefits.
- eACCESSMed automates the complex and very manual process steps of a benefits verification.
- The solution can be configured as a Provider or Call Center facing portal or delivered as a standalone MedeBV transaction via an API.

#### eACCESSRx

- An enterprise solution designed to streamline provider workflows for specialty brands that typically require a Prior Authorization and fall under the patient's pharmacy benefit.
- Key features include e-form completion with e-signature, and real-time transactions supporting RxeBI and RxePA.
- Delivered as a Provider-facing portal with an integrated Call Center utility.

#### Current Need

VirMedica is seeking an experienced sales representative with a proven track record of repeatable and documented success in selling solutions to large organizations.

A preferred candidate would have previous experience in successful selling either in healthcare or technology markets. Prior experience working with and/or selling to brand managers, technology executives and/or pharmaceutical professionals is a plus, but not a requirement. A working knowledge of clinical pathways for specialty products and medical nomenclature is desirable. This position requires up to 50% travel.

#### Position Description

- Responsible for new business sales based on defined prospect targets developed with and approved by the Chief Commercial Officer.
- Develops new enterprise business opportunities with defined target prospect set.
- Conducts opportunity assessment for all accounts and defines overall account strategy.
- Develops appropriate relationships with key decision makers/business owners.
- Where applicable, develops VirMedica account plan for customer.
- Leads the "discovery process" and selects the appropriate eACCESS solution for customer.
- Works with Legal to negotiate and navigate the contracting process.
- Manages customer satisfaction and proactively resolves customer issues that remain open from the sale.
- Understands customer processes and decision drivers as well as their current and future needs.
- Identifies new ways of creating value with customers.

- Develops knowledge about our market, competitors, product roadmaps, company strategy to successfully position the eACCESS solution in order to gain market share.
- Is able to articulate ROI of products and VirMedica. Coordinates with other VirMedica teams and Business Units as appropriate.

### Key Responsibilities

- Achieves annual unit quota goal in sales bookings with defined prospect universe
- Appropriately logs and forecasts all territory sales activities as required
- Demonstrates appropriate level of knowledge regarding VirMedica products, services and business partners.
- Ability to independently determine “best fit” for customer through discovery process.
- Answers questions concerning products or services in a timely manner. Refers deeper level questions as necessary.
- Coordinates company resources for customer meetings and ensures key client decision makers attend presentations
- Leads contract negotiations with customer and works closely with VirMedica Legal/Finance as appropriate.
- Accurately documents sales expenses and works within VirMedica Travel and Expense policy.
- Interprets accounts, trends, and records to management and teammates
- Appropriately gathers market and competitive intelligence and shares internally
- Works in conjunction with other Business Units to maximize the VirMedica value proposition to the customer

### Qualifications

#### *Minimum Requirements:*

- 5+ years new account sales experience

#### *Critical Skills:*

- 5+ years sales experience in software or technical sales, ideally selling to large, complex organizations.
- Ability to develop and present product value proposition to senior level business owners
- Experience networking to gain “warm introduction” to prospects
- Experience selling to organizations with multiple decision makers and influencers.

### Additional Knowledge & Skills

- Ability to travel 50%
- High level of oral and written communication skills
- Healthcare technology or Pharmaceutical sales experience is preferred
- Ability to successfully work remotely and independently in a fast paced environment

### Education

- 4-year degree in business or related field or equivalent experience

### Physical Requirements

- General Office Demands

### Benefits & Company Statement

We believe you should be rewarded for your contribution. For that reason, you'll receive a competitive compensation and benefits package when you join our team. It starts with you. That's a simple statement, but it says a lot. It reminds each one of us that what we do matters. All VirMedica employees contributes to our mission - whatever your title, whatever your role, you act as a catalyst in a chain of events that helps millions of people all over the globe. By connecting and improving the business of healthcare, we're helping to ensure that millions of patients get the treatment they need.

By choosing a career with VirMedica, you'll join a team of passionate people working together to improve lives and advance healthcare. Qualified applicants will not be disqualified from consideration for employment based upon criminal history. VirMedica is an equal opportunity and affirmative action employer - minorities/females/veterans/persons with disabilities.