

Avanlee Care  
Job Description

## **Sales Manager**

As Manager of Sales, you will lead and manage the aggregate sales process with prospective, enterprise level clients. Given the complexity of our clients, candidates must have experience navigating relationships with multiple stakeholders of large, medium and small enterprises, as well as the ability to successfully execute a consultative sales style. Our target clients include health plans, specifically medicare advantage, and employee benefits departments. .

Successful candidates are strategic, quick thinkers and problem solvers. The ideal candidate has a track record of closing deals specifically with health plans, generating leads, pitching to new clients and selling in a consultative manner. This candidate is a great collaborator, internally and externally, and is also an effective relationship manager. Candidates should also be ready to play a role in all aspects of the commercial business including interfacing with the product and engineering team.

### **Responsibilities:**

- build and maintain relationships with prospective and existing client partners
- manage weekly sales funnel of prospects including all follow up
- create compelling business cases for clients and help shape key company materials such as pitch/sales decks and case studies
- navigate clients from sales engagement through the onboarding process including contracting
- help shape Avanlee Care's commercial strategy in existing and new business areas
- identify market needs and engage with Avanlee Care's product and engineering team to evaluate.

### **Required skills & experience**

- 2-4+ years experience in business development, consulting or sales
- prior healthcare experience required
- successful track record of managing relationships with high-level enterprise clients
- gravitas and communication skills to engage senior executives of large, medium and small enterprises
- comfortable working alone and/or with a small team and in a fast-paced results driven environment
- team player
- experience working at a Seed or Series A startup
- experience running enterprise sales processes including cold outreach, qualification, product demonstrations, negotiations and close deals
- experience creating sales playbook and developing operational process
- roll-up sleeves approach
- experience working with Hubspot and managing a sales funnel
- action oriented and self-motivated