

JOB DESCRIPTION

Company: Newport Credentialing Solutions
Address: 16 Atlantic Ave, Lynbrook, NY 11563
Job Title: Vice President of Business Development
Department: Provider Solutions
FLSA Data: FT, Exempt
Reports to: Senior Vice President of Sales and Marketing

Company Description:

Newport Credentialing Solutions is the nation's premier provider of cloud-based software and services dedicated to the credentialing life cycle. Newport provides cloud-based workflow, analytics, and business intelligence credentialing software and cloud-enabled credentialing services to some of the largest academic medical centers, health systems, and multi-specialty group practices in the United States. Newport helps clients "Take Control" of their credentialing life cycle by streamlining operations, reducing credentialing related denials, and generating more cash for their organizations. The company has a "high energy" work environment that rewards innovation and represents a tremendous personal growth opportunity for the right professional.

For the right candidate, Newport is willing to offer highly competitive base salary, performance bonus and health benefits package.

In addition, we offer extensive knowledge training and career advance opportunities based on performance. Opportunities including building a national sales force, managing a team of highly motivated individuals and participating in new product launches.

Role Profile:

This professional will report to the CEO and will be responsible for two main objectives:

- Organic Growth
- Executive Management of National Sales Force

The VP of Business Development will be charged with setting and achieving quarterly and annual sales quotas. The VP of Business Development will serve in a leadership capacity for Newport's Regional Vice Presidents of Sales.

Essential Duties and Responsibilities:

- Responsible for development and execution of annual sales budgets
- Responsible for development and execution of relationship management for Newport's Strategic Partner Program
- Responsible for development and execution of all leadership aspects for Newport's Regional Vice President of Sales staff.
- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.

- Able to assist with response to functional and technical elements of RFIs/RFPs
- Able to convey customer requirements to Head of Operations
- Able to travel throughout various sales territories
- Build and manage relationships at all levels within the company. Establish trust and rapport with senior leadership, operational managers and end-users.

Essential Skills, Experience and Education:

- Ideal candidate must be highly self-motivated with a proven expertise in the healthcare physician credentialing, expirables management, re-credentialing and revenue cycle area
- Comfortable in the dynamic atmosphere of a technical organization with a rapidly expanding customer base
- Strong client base / connections with proven sales of value add solutions
- 5 - 8 years healthcare sales experience (revenue cycle experience preferred Experience with managed care, provider enrollment and medical staff services a plus).
- 3 - 5 years' healthcare IT sales experience
- 3 - 5 years' revenue cycle consulting experience (process re-design, cash acceleration, practice management) a plus.
- Proficiency with credentialing systems
- Must possess strong presentation skills and communicate professionally in written responses to emails, RFPs, and when submitting reports
- Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches
- Must be prepared for extensive travel
- Relevant industry experience in healthcare IT and/or revenue cycle
- Proven experience with salesforce.com
- Excellent communication and needs assessment skills
- Strong project management and team/leadership development skills
- Ability to manage a team of sales representatives using proven sales techniques
- Highly motivated and success-driven with the ability to implement and manage cross-functional projects
- Strong written and verbal communication skills. Strong presentation and client interaction skills.

Special Requirements:

- Proficient in Microsoft Office suite (i.e., Microsoft Project, Excel, PowerPoint)
- 50% travel required

Contact Information:

- Qualified candidates only
- Please submit resume to Newport Credentialing Solutions Department of Human Resources at: careers@newportcredentialing.com.