



**HEALTH CENTER
PARTNERS**
of Southern California

A Family of Companies



JOB DESCRIPTION

JOB TITLE:	Region Account Director			COMPANY:	CNECT 100%
REPORTS TO:	Zone Director				
DIRECT REPORTS:	N/A				
STATUS:	Exempt	Full-Time	WORK COMP CLASS:	8742	
OUTSIDE TRAVEL:	40%-60%	SECURITY LEVEL:	WORK CONDITIONS:	Home office & outside travel	
		7-7/M-F			

This job description is intended to be a general statement about this job and is not to be considered a detailed assignment. It may be modified at any time, with or without advance notice, to meet the needs of the organization.

JOB SUMMARY

The Region Account Director is responsible for driving sales throughout their assigned territory. Duties include lead generation, prospecting, and closing new business opportunities. The Region Account Director is expected to initiate calls to prospects, leads, and new members, to generate additional contract opportunity. This position works in a consultative way with prospects and new members to assist them in driving the greatest value from their potential GPO relationship. This position actively supports the mission of Health Center Partners of Southern California and the social enterprise of CNECT.

ESSENTIAL JOB FUNCTIONS

- Prospect new business throughout assigned region.
- Conduct direct sales activities via phone calls, email, and in person.
- Represent CNECT in identified major markets.
- In- field activities including all of supplier development, prospecting, and new member onboarding.
- Accurately utilize the CRM to develop a sales pipeline for tracking new opportunities and business interactions
- Provide support to supplier partners for incoming requests and referrals
- Actively develop and follow through on all assigned leads
- Assist customers with problem resolution when problems are identified.
- Conduct portfolio trainings to assist members in accessing and maximizing their GPO benefits.

- Act as a liaison between members and suppliers to obtain high customer satisfaction levels, where appropriate.
- Responsible for continuously monitoring new developments within our target audiences in order to retain sales intelligence and positioning in the face of a competitive market.
- Contribute to a work climate that facilitates a collaborative team environment.
- In- field travel 75%
- Other duties, as assigned.

QUALIFICATIONS

Skills

The Region Account Director must be committed to the mission of Health Center Partners. Must be exceptionally skilled in oral and written communication and have the flexibility to build relationships within multiple levels of an organization. Strong analytical skills and the ability to make decisions in a dynamic environment are required. Candidate must be highly organized, detail-oriented and be dedicated to customer satisfaction. A strong work ethic and the ability to work independently in a fast-paced, autonomous environment are essential. Working knowledge of relevant software packages and computer systems is required. Must possess valid driver's license, insurance and provide reliable transportation for use in work.

Education/Experience

- A Bachelor's Degree in Marketing, Business or other related field is preferred. A minimum of seven to ten years of sales experience is preferred.

Geographical Location, Standard Business Hours, and Travel Requirements

- Located in the assigned territory no more than a 60-minute radius to a major U.S. airport.
- Business hours are generally 8:00-5:00 PST.
- A minimum of 40-60% travel is required for staff development purposes.

PHYSICAL REQUIREMENTS

- Ability to sit or stand for long periods of time
- Ability to reach, bend and stoop
- Physical ability to lift and carry up to 20 lbs.

HIPAA/COMPLIANCE

- Maintain privacy of all patient, employee and volunteer information and access such information only on as need to know basis for business purposes.
- Comply with all regulations regarding corporate integrity and security obligations. Report Unethical, fraudulent or unlawful behavior or activity.
- Upon hire and annually attend HCP's HIPAA training and sign HCP's Confidentiality & Non-Disclosure Agreement and HIPAA Privacy Acknowledgment

- Upon hire and annually read and acknowledge understanding of HCP's HIPAA Security Policies and Procedures
- Adhere to HCP's HIPAA Security Policies and Procedures and report all security incidents to HCP's Privacy & Security Officer