
Job Description for Sales Director – Sales and Strategic Alliances

Job Status: Exempt, Full Time

Reports to: Vice President, Sales and Strategic Alliances

The Company

Gray Matter Analytics is a rapidly growing early-stage company headquartered in Chicago, with offices in New York. Gray Matter Analytics Value-Based Care (VBC) Analytics Solutions provide value in three distinct ways.

- We partner with customers to deliver tailored solutions to optimize value-based care performance through our advisory and implementation services.
- We leverage a catalog of measure calculations and advanced analytic models, together with predictive insights to accelerate value through our business solution accelerators.
- Our solutions are delivered using our cloud-native, highly configurable CoreTechs[®] engine.

We transform healthcare organizations into data and insights-driven enterprises. We bring the right insights to the right stakeholder at the right time to improve decision making and outcomes, and lower cost, improve quality and enhance VBC performance.

Primary Job Functions

Perform as a key leader on the Sales Team of Gray Matter Analytics, working in a highly collaborative environment partnering with other leaders and staff on the Services-Solutions and Product teams driving business development and sales across the company. This leader will be responsible for developing new client relationships, growing pipeline, and closing-winning deals that contribute to the overall company growth goals. In addition, this leader will contribute towards the overall strategic direction of the organization and serve as a representative on behalf of the company to the healthcare industry.

Essential Job Functions

This leader will perform many job functions; however, Business Development and Sales are the top priorities.

- **Business Development and Sales:**
 - Self-generate leads via their professional and personal relationships with Provider and/or Payor clients, establish new customer relationships for Gray Matter, develop net new pipeline and qualify opportunities for advancement to proposal stage

- Working in close collaboration with sales support, drive client pursuits and develop winning proposals that sell our Solutions portfolio, and achieve the growth goals of the company
- Support client prospecting and active pursuits to identify client needs, scope new opportunities, tailor sales collateral for client needs, provide solution overviews, and develop proposals to sell Services and Solutions
- Support client contracting processes including reviewing and/or developing Master Service Agreements, Statements of Work, Business Associate Agreements, and developing internal pricing models
- Support sales efforts to expand existing client relationships and sell add-on opportunities for Services, Solutions and the CoreTechs® Product Subscriptions
- Have accountability and responsibility for an individual sales quota, with developing and maintaining 3x pipeline to meet/exceed sales quota

Qualifications & Desired Skills

- A minimum of seven years of experience with an understanding of business development and sales of analytics software-based solutions and services to healthcare clients; either in healthcare product or consulting firm or directly with a commercial payer, health system or provider organization
- Excellent verbal and written communication skills, client proposal development
- Working knowledge of following a defined sales method/process for qualifying opportunities and advancing deal stages to close
- Knowledge and understanding of healthcare data and analytics capabilities
- Comfortable supporting multiple simultaneous client pursuits with competing demands
- Client delivery experiences including: account management and/or project leadership roles on client implementations
- Advanced degree preferred (e.g., MBA, MHA, MPH)
- Ability to travel (20-40%)

Gray Matter Analytics is an Equal Opportunity Employer. Gray Matter Analytics does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.