



DIRECTOR OF SOFTWARE SALES

COMPANY: CORE SOLUTIONS, INC.
LOCATION: WAYNE, PA
WEB SITE: www.coresolutionsinc.com

Core Solutions (CORE), headquartered in Wayne, Pennsylvania, is an emerging leader in providing Electronic Health Records solutions to the behavioral healthcare/human services industries, a \$135 Billion market. CORE's innovative technology platform has transformed its client businesses allowing them to save over \$21 Million annually, and achieve a 98% acceptance rate in their claims processing. CORE believes the key to successful implementation of EHR solutions is aligning people and process with technology. Apart from offering a strong technology platform, CORE's professional services team helps customers realign processes to take advantage of new technologies. The results are improved quality of care and increased financial performance.

CORE is seeking a highly qualified **Director of Software Sales** to plan and carry out direct sales activities, so as to maintain and develop sales of CORE's Electronic Health Records Solution to a variety of Mental Health, Substance Abuse and other behavioral healthcare providers. This is a player/coach position and direct software sales/sales management experience is required.

1. Actively generate, qualify, develop, and nurture high quality opportunities resulting in new pipeline
2. Ability to maneuver thru organizations and identify decision makers, decision process, technical environment and need and/or pain
3. Ability to articulate value and uncover needs at each level of an organization
4. Develop target list of accounts and develop a sales plan to penetrate target accounts.
5. Initiate outbound calling campaigns to target account lists to generate demand
6. Meet and/or exceed daily and monthly performance targets for number of outbound calls, qualified leads passed and pipeline contribution.
7. Research and profile target companies utilizing the web, Hoovers, OneSource, Jigsaw, LinkedIn and other research tools.
8. Conduct/Attend and participate in weekly/monthly sales team meetings.
9. Update prospect database with conversations, competitive information, company size, decision making criteria and other pertinent information.
10. Generate detailed summaries of qualified leads to understand a prospect's business pain and infrastructure
11. Provide feedback and suggest improvements to calling campaigns, scripts, messaging, etc.

Experience:

- Previous experience in a sales lead generation role
- Exposure to Enterprise Software sales is required



- Experience with technical products in the hi-tech industry

To be successful in this role, you will need:

- To have the ability to deal with variability of call tasks
- Analytical skills
- Problem solving skills
- Excellent communication skills (written and verbal)
- Database usage
- Customer handling skills(internal and external)

Core Solutions Inc is an EOE.

If you are interested in our career opportunities, please email your resume with salary requirements to jobs@coresolutionsinc.com or call Susan at 610-687-6080 x 122.