

Executive Director, Sales and Account Management, Nurse and Vocational Case Management, Workers' Compensation

First Rehabilitation Resources (FRR), a QTC Company

Job Description

Expanding disability management leader seeking an **Executive Director of Sales and Account Management for Workers' Compensation Nurse and Vocational Case Management**. Mid-Atlantic Corporate Headquarters, with remote work option.

FRR is excited to offer a challenging opportunity to an energetic, self-motivated Leader with Managed Care, Insurance Industry, and/or Case Management experience. The **Executive Director of Sales** will develop and implement strategic sales plans which will result in overall revenue growth, customer retention, and territory expansion while managing existing established accounts. The Executive Director will lead a Team of Sales and Account Management Executives while concurrently pursuing national/regional lead generation and identification/pursuit of new opportunities to meet or exceed sales goals. The position coordinates closely with the company's Executives, operations team members, and inside support representatives to provide data on all opportunities and accounts. The successful candidate will be an effective leader who is independent, creative, and driven to achieve measurable results through effective program management and sales.

Requirements:

- Minimum of ten (10) years of demonstrable experience in a sales leadership role
- At least four (4) years of sales and/or marketing experience in the insurance, managed care and/or case management industry
- Bachelor's degree from an accredited four-year college is preferred
- Exceptional oral, written, and interpersonal communication skills
- Expert ability to drive sales
- Ability to penetrate the market with a regional and national expansion focus
- Advanced ability to build and lead a Team of Sales professionals
- Skilled in public presentation
- Ability to prioritize and manage competing projects
- Proficient level of technology use (CRM Database, Microsoft Office, etc.)

- Proactive, problem solver, and accountable to customers and account management
- History of building strong relationships with customers and ability to develop and maintain current customer alliances

Responsibilities:

- Contribute toward development of strategic sales plans that promote sales growth and client retention; execute annual sales objectives
- Meet expectation of continued company growth in number of accounts and corresponding revenue
- Track sales growth
- Serve as an executive leader of the Sales Team, providing guidance on sales activities, mentoring junior members of the team, and working collaboratively with Company Executives, Quality Management, and Operations Teams
- Participate in the recruiting, hiring, development and evaluation of new sales personnel; participate in the performance review process for all staff
- Develop and maintain relationships, accessibility, and responsiveness with current clients; Manage current house book of business
- Identify and pursue new potential clients (National and Regional)
- Prepare and present proposals, stewardship data, and other presentations to current and future clients as well as the company executives
- Assure educational in-services and opportunities exist for clients and staff
- Attend industry conferences and events as necessary to educate prospects on product offerings
- Travel as required to develop business opportunities and support Team

Benefits and Compensation

A variety of compensation package options afford highly competitive earnings commensurate with experience and results. Remote work option.

Consolidated Paid Time Off (PTO) program with increasing accrual based on years of service; nine paid holidays; Employer Sponsored Benefits Include: Health/Dental/Vision/Disability Insurance/Life Insurance/ Flexible Spending Accounts; 401(k) with Employer Matching; Discounted Employee Stock Purchase options (Leidos).

If you are looking for a rewarding professional challenge and the ability to achieve an exciting growth-vision, FRR is the place for you!

Please forward resumes to skieley@1strehab.com