



November 20, 2019

VP/ HEAD OF SALES, SPEAK HEALTH

THIS IS US.

Speak is a high growth company and an innovation leader in payment solutions with several divisions.

Speak Health: benefits, incentives, and rewards (disbursement and redemption) for Medicare Advantage plans, Medicaid programs, Commercial programs, and employers

Speak Engage: directed spend for suppliers and brands looking to direct marketing funds back into their brands

Speak Care: physical and digital delivery of disaster relief aid and recovery supplies for nonprofits

IS THIS YOU?

We're looking for a VP of Sales who lives to make clients' lives better. Are you a high-energy, passionate, and innovative executive who loves working in a fast-paced environment? If so, you jump at the chance to find new ways to get things done. You're at the top of your game and know what you want in your career. Exceed goals? Crush deadlines? Nail the details? Check, check, and check. You do it all while keeping your eyes on the big picture. Complex projects and urgent situations take little guidance for you to manage. Knowing when to handle things yourself, escalate them or ask for help comes second nature to you.

THE ROLE

If the above sounds like you, read on for the VP of Sales responsibilities.

- Oversee sales, marketing, and business development
- Work closely with cross-functional teams to build custom payment solution programs
- Identify new sales clients and work to on board them
- Build trusted relationships with our clients and partners
- Lead client discussions ensuring alignment of process and objectives
- Track and analyze data to help improve overall sales results
- Direct and manage all sales and marketing assets created for enterprise sales
- Identify new product solutions that can be expanded to multiple clients
- Work with operations team on client implementations



CRITICAL SKILLS

Excellent interpersonal, written, and oral communication skills, including the ability to ask probing questions, understand concerns, overcome objections, and expand business relationships with senior and C-Suite representatives

Exceptional work ethic, with the ability to work from wherever needed

Project management skills

Strong analytical skills

Exceptional presentation skills

MS Office and project management software

High level of empathy and humility is required for this client-centered position

Ability to provide thoughtful and constructive feedback on product, operations, and growth strategy

Previous experience in a client- or customer-facing role

Passion for social impact and/or financial services a plus

Willingness to travel (20%)

REQUIREMENTS

10-15 years proven success in sales and healthcare

Masters or Bachelor's degree—ideally in business, communications, finance, or related fields

Location – flexible for the right candidate

BENEFITS

Competitive compensation package with equity potential

PTO/ holidays

Health insurance

401K

Healthy living benefits

CULTURE

Speak's culture values working hard, giving back, having fun and staying open to new ideas. At our core, we're all about people—hiring the best talent and making our clients and partners feel special. We're small, energetic, and growing, so you'd have the opportunity to stand out and shine. You could count on us to help develop your skill set and take your career to new heights.