



## Senior Account Executive

If you haven't heard the name Privacy Analytics before then don't worry. By the end of these paragraphs you won't forget us. We're a company on the cutting edge of healthcare innovation, utilizing health data and analytics to help organizations find cures for today's largest medical challenges including Cancer, Heart Disease and HIV.

Headquartered downtown in the heart of the National Capital region, we are literally a one-of-kind health data analytics company, as the first and only de-identification software provider in the world. Even though our customers include 7 of the top 10 Fortune 500 healthcare organizations, we've remained loyal to the entrepreneurial and innovative spirit that founded the company and continues to permeate our office and culture

A career at Privacy Analytics means you'll be working with an amazing team doing wonderful things for 21st century healthcare. It means having the opportunity to work to your full potential surrounded by the best and brightest people. It's a place where you can be proud of the work you do, where what you do on a daily basis will have a direct impact on our growth And your work may markedly affects the discovery of new medical treatments and approaches to healthcare.

So if you are ready for the next stage of your career and you are ready to contribute to a fast growing start-up then we're waiting to hear from you!

### Expectations:

We are currently seeking a Senior Account Executive who is first and foremost a consummate sales professional. The successful candidate will be attentive to marketplace dynamics and develop a strategic plan to execute deliverables and can revise strategy in light of changing circumstances. The ability to clarify long term organizational goals and focus on the end result is required. Motivation, confidence and the ability to anticipate challenges by understanding key characteristics, issues and the factors driving them is required.

The candidate should aspire to improve upon past performances and strive to provide customers with exceptional customer service. Contributing to a sense of team spirit through cooperation and support is also important with being successful in the role.

### Responsibilities:

- Drive and close new business opportunities.
- Fulfill a wide range of requests for information from current and prospective clients; qualify the type of opportunity and appropriate sales approach required.
- Use knowledge of industry, technology, processes, and consultative sales skills to assess and educate customers on the value of our business, technical and implementation expertise.
- Develop in-depth knowledge of client's business priorities, challenges and initiatives that can be translated into opportunities.



- Advance sales campaigns in a needs-based and highly participative fashion including consultative dialog and cross- functional engagement.
- Ensure effective coordination and support between account teams and supporting technical resources.
- Generate revenue through prospecting, lead follow-up, up-selling and cross-selling activities within a territory or account.
- Use of modern approach to sales and sales operations a must.
- CRM knowledge and rigorous use viewed as a necessity not a burden
- Excellent organizational and time-management skills.
- Capable of understanding and leveraging industry/market trends and basic business/finance concepts.
- Ability to analyze and evaluate data, develop a sales plan, and accurately forecast results.
- Prepare standard quotations and proposal information as required.

#### Qualifications:

- At least 7 years of experience in the sale of Enterprise software solutions - products and services, ideally to the Healthcare Industry
- Ability to quickly establish and build relationships founded on trust.
- Superior oral and written communication skills are a must.
- A strategic perspective with an ability to manage the details.
- Capable of communicating technical and business concepts.
- Accountable and possess a huge sense of urgency to get things done.
- Canadian Citizen or Permanent Resident.
- Excellent verbal and written communication skills.

#### To apply:

Please send your resume to [careers@privacy-analytics.com](mailto:careers@privacy-analytics.com). Only those selected for an interview will be contacted.