



GHN-Online is currently seeking a **Sales Associate**.

GHN is a Dallas-based leading provider of real-time claims management and end-to-end transaction processing solutions for the healthcare industry. We're growing fast and constantly seeking innovative professionals who are driven to make a difference.

Job description:

Sales Associate is responsible for helping to build an outstanding sales organization and implementing strategic and tactical change to deliver long term profitability.

Job responsibilities:

- Seeks out and targets new customers and new sales opportunities, initiates action plan to approach, and secure new business for the Company.
- Establishes profitable accounts with excellent levels of retention and brand loyalty.
- Exceptionally well-organized with a track record that demonstrates self-motivation, creativity, and initiative to achieve both personal and corporate goals.
- Experience driving predictable growth managing sales metrics in a CRM application environment, ie. Oracle.
- Participates in the development of the Strategic Plan for the sales channel and helps to establish performance goals.
- Achieves revenue growth objectives established in the Company's Operational Plan.
- Coordinates sales operations with all other departments/divisions of the Company.
- Develops and/or maintains and improves business relations with all customers of the Company.

Position requirements:

SaaS software, revenue cycle management, EDI claims, healthcare revenue solutions, complex sales, new business development, consultative and solution sales, networking and relationship building, contract negotiations, sales coaching and development, positive leadership, strategic planner, analytical thinker, business process improvement, financial solutions, management, sales leadership.

Offers:

Competitive compensation and benefits, talented and upbeat staffing team focused on the quality of your career, security of working for a solid company.

Location:

Dallas, TX

Apply by sending your resume and cover letter to careers@ghnonline.com.