



## Business Development Executive - Job Description

### Background

Since 2003, Olah Healthcare Technology has provided solutions to secure and preserve critical data from legacy information systems for more than 350 healthcare organizations across the country.

The Olah Enterprise Archiving Solution (EAS™) is a new and better approach to archiving. A fully, cloud-native EAS™ platform allows organizations to decommission and archive systems with less time, cost, and resources than traditional methods. Accelerating the process enables healthcare organizations to quickly reduce their cybersecurity risk profile while eliminating needless maintenance fees for retired systems. In addition, Olah EAS™ also allows providers to unlock years of valuable healthcare data and optimize insights for benchmarking, research, business planning, and more.

Olah makes healthcare archiving more affordable, faster, and more secure.

### Job Description

Olah is looking for an experienced and successful business development individual with enterprise application software sales skills. The qualified candidate will have a thorough understanding of selling complex and comprehensive IT solutions and services to IT departments within hospitals. Experience in selling solutions consisting of application software and/or services is critical. Experience in selling solutions to hospital IT management and leadership is highly desired.

The Business Development Executive reports to the Vice President of Sales and is responsible for selling Olah products and services directly to hospital and hospital organizations within an assigned multi-state territory. The Account Executive is also responsible for working with Olah partners in the territory, as well as developing and expanding relationships with existing Olah customers.

### Location

This position is open to all locations within the continental United States, as we are systematically expanding our sales practice. This position may require up to 25% travel, however, most sales activities and interactions with the Olah team will be virtual.

### Essential Duties and Responsibilities:

- Meet or exceed assigned sales quota and business development goals.
- Manage the end-to-end sales process from development of leads generated through partner channels or via internal lead generation programs to deal close.
- Become a subject matter expert Olah solutions and how they solve to customer challenges.
- Deliver influential, consultative sales presentations that address client needs, directly to group health systems, primarily through virtual sales presentations.

- Collaborate with marketing, platform, and client services teams to develop and ensure that Olah solutions are consistently meeting client needs. Candidate must be able to understand and communicate market forces that impact sales effectiveness and client satisfaction.
- Accurately communicate pipeline and forecast using Olah CRM tools.

### Qualifications:

- 5+ years in selling Information Technology or Software-as-a-Service to businesses is required.
- Proven and demonstrable healthcare IT sales experience is highly preferred.
- Demonstrable experience in selling information technologies, such as databases, reporting, content management, and analytic tools would be helpful.
- Experience in selling enterprise-level technology platforms such as EHR's, ERP, or CRM solutions would be extremely helpful.

Olah offers a full suite of benefits and competitive compensation programs. If you are interested, please contact us at [careers@olahht.com](mailto:careers@olahht.com). No recruiters please, applicants only.