

POSITION: BUSINESS DEVELOPMENT ACCOUNT MANAGER (#631867E)

LOCATION: WESTBOROUGH, MA

Will identify decision-makers within the client organization and set up strategic meetings to help understand requirements and align future goals. Present new products and services and enhance existing relationships. Arrange and participate in internal and external client debriefs. Work with technical staff and other internal colleagues to meet customer needs. Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends. Present to and consult with mid and senior-level management on business trends with a view to developing new services, products, and distribution channels. Understand the company's goal and purpose so that will continually enhance the company's performance. Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.

This position requires up to 50% domestic travel.

REQUIREMENTS:

Position requires a Bachelor's degree or foreign equivalent in Market Research or a related field along with three years of experience in the Healthcare Software Industry.

Please reference Job Number #631867E when sending resumes. Please mail resumes to: HR, eClinicalWorks, LLC, 2 Technology Drive, Westborough, MA 01581.