



Job Description – Hospice Account Executive

Expectations of all HRRV Employees

Support the mission, vision and values through unequalled quality patient care, professional competence, collaboration, communication, innovation, accountability, ownership and provide support to the entire agency regardless of their primary office location.

Position Summary

Creates new and maintains or enhances existing relationships with referral sources in our service area. Engages health care professionals and community organizations and facilities to provide valuable information and promote HRRV. Also develops a territory sales and marketing plan to generate referrals.

Qualifications

- Bachelor's Degree in Marketing, or business administration
- Minimum of two years health care or related industry sales experience
- Strong verbal and written communication skills.
- Self-starter with ability to create leads.
- Able to maintain an organized approach to territory management and work with limited supervision.
- Able to work as part of an inter-disciplinary team.
- Able to support and promote the Hospice philosophy to referral sources in the medical industry.
- Valid driver's license and reliable transportation.
- Formal sales training highly preferred
- Hospice/LTC experience, preferred
- Ability to travel within assigned territory

Certifications, Licenses, Registrations Required

- Current drivers license and auto insurance

Physical Requirements/Working Conditions

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel; reach with hands and arms; and talk or hear. The employee frequently is required to stand and walk; occasionally required to stoop, kneel, or crouch. The employee is frequently required to sit for extended periods of time. The employee must regularly lift and/or move up to ten pounds, occasionally lift and/or move up to twenty pounds. Specific vision abilities required by this job include close vision, distance vision, color vision and adjust focus. The work environment is varied between the office, travel and location of speaking engagements and events. The employee is frequently asked to drive, occasionally drive to unfamiliar destinations.