

**Job Description
Duties and Responsibilities**

Job Title: Account Executive

Department: Public Sector

Prepared by: Arti Arthur, President Public Sector

Reports to: Director Public Sector – Health

To apply for this job, please send your CV/resume, with a cover letter to Simone Kusnecov – skusnecov@labvantage.com

Job Description Objective

We are seeking a dynamic and results-oriented Account Executive, for the Public Health space focused on to spearhead our efforts in client acquisition and relationship management within the government sector. This includes the VA, HHS, Public Health Labs, and other relevant entities. As a key leader in our team, you will play a pivotal role in identifying client pain points, devising high-performance solutions, and fostering trust through consultative and technical expertise. Your influence will be instrumental in shaping our new business strategies and driving the adoption of cutting-edge digital technologies.

Job Responsibilities

- Lead active prospecting and account development strategies, with a focus on key government accounts, to expand our market share and unlock new business opportunities.
- Conduct thorough commercial intelligence, research, and prospecting activities, leveraging your technical acumen to understand client needs and tailor solutions accordingly.
- Deliver compelling presentations of our solutions, conduct technical visits to gain insights into client pain points, and develop personalized strategies for success.
- Coordinate technical demonstrations and proofs of concept, preparing and presenting technical and commercial proposals to meet client objectives.
- Manage pre-sales and sales processes, including responding to RFI, RFP, and technical questionnaires, while maintaining accurate records in our CRM system.
- Proactively commit to achieving sales targets, driving quarterly results, and staying abreast of market trends, competitor activities, and technological advancements.
- Collaborate closely with internal stakeholders across departments such as marketing, technical support, finance, and product development to ensure seamless delivery of solutions and meet client expectations.
- Support marketing initiatives by generating content, participating in events, and actively managing client accounts through case studies, testimonials, and articles.
- Mentor and train junior team members to foster their professional development and enhance team capabilities.
- Flexibility for remote work with occasional travel to strategic and training meetings worldwide.

Qualifications:

- 5 to 10 years of experience in sales of LIMS, LIS, ELN, and related systems, with a focus on technical sales for clinical LIS and complex patient reporting.

- Proficiency in sales methodologies such as Miller Heiman, Solution Selling, or Spin Selling, coupled with strong knowledge of digital systems, automation, and emerging technologies.