

**Medical Society of Virginia SafeHaven Business Development Executive**

The Medical Society of Virginia (MSV) is a professional membership association representing physicians across the Commonwealth. The organization is committed to advocating for physicians on important policies and issues to ensure Virginia is the best place to practice medicine and receive care.

The Medical Society of Virginia is seeking a Business Development Executive to partner with SafeHaven Program leaders and resource providers to drive sales to meet the organizational and program revenue goals. The incumbent will be responsible for implementing an effective and innovative sales approach that expands MSV’s reach and strengthens client relationships across the state of Virginia and into new markets in other states. The Business Development Executive will collaborate with the SafeHaven team to actively seek business/sales opportunities in alignment with the strategic goals of the program and organization. These activities will be accomplished in collaboration with both internal and external stakeholders.

**Major Duties:**

* Manage all aspects of the SafeHaven sales process, developing and executing a sales plan that prioritizes growth and positive client experiences.
* Partner with SafeHaven program leaders and resource providers to drive sales to meet the organizational and program revenue goals.
* Collaborate with SafeHaven leaders to develop and implement a sales and marketing strategy in support of the organization’s defined strategic growth plan.
* Responsible for lead generation, client prospecting and strategic collaboration with vendors to identify potential opportunities for each service area.
* Develop and nurture positive professional relationships with clients and external stakeholders.
* Coordinate the SafeHaven sales effort with team members and other departments.
* Analyze territory/market potential, track sales and produce status reports.
* Report to management on client needs, problems, interests, competitive activities, and potential for new opportunities.
* Provide account management support to current clients and ensure customer satisfaction with SafeHaven program resources.
* Collaborate with other MSV departments/entities, including Marketing, Membership, and MSVIA to identify and promote cross sell opportunities.
* Support and drive the SafeHaven program expansion into other states; coordinate and assist other state’s medical societies/associations in the development of sales and marketing plans as needed.

**Requirements:**

* Bachelor’s degree is required.
* 5 plus years of demonstrated sales experience.
* Excellent verbal and written communication skills
* Competent and proficient understanding of customer service platforms and tools including customer databases (Microsoft Dynamics) and Microsoft Office tools (Outlook, Word, Excel, PowerPoint).
* Demonstrated ability to interact well with all levels of the organization.
* Demonstrated ability to work independently and meet goals.
* Personally motivated and goal-oriented focus preferred.
* Excellent relationship-building skills.
* Competent and proficient understanding of customer service platforms and tools including customer databases (Microsoft Dynamics) and Microsoft Office tools (Outlook, Word, Excel, PowerPoint).

**Preferred Qualifications:**

* Business development and/or account management experience in the areas of healthcare, well-being, benefits, and/or insurance preferred. Experiencing building and maintaining vendor relationships is preferred.

If you meet these requirements, please forward your cover letter and resume to Employment@MSV.org.