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## Company Overview

ITs 4 H.E.ALT.H s.a.l is a leader in the industry in distributing strategic healthcare technology solutions to foster better and more connected patient care while improving business performance for healthcare practices, physicians and the community. We are a fast-growing, progressive medical company with a focus on people. We are proud to hire the highest quality talent and use state-of-the-art equipment to continue our leadership position in the healthcare technology industry. ITs 4 H.E.ALT.H s.a.l has grown dramatically in the last few years.

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## JOB DESCRIPTION

### Position Summary:

The position of Sales Engineer is responsible for achieving sales growth targets in the assigned Lebanon Territory. The Sales Engineer identifies, qualifies and sells to clients and/or potential clients of Lebanon. The Sales Engineer serves as the main marketing and sales contact coordinating all activities up to and including contract execution for specific sets of solutions within a healthcare setting.

**Job Title:** Sales Engineer - Healthcare IT  
**Job Function:** Sales and Marketing  
**Classification:** Full Time  
**Compensation:** Base Salary, Commission,  
**Location:** Beirut, Lebanon

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### Essential Functions:

- Identify, qualify, and close business opportunities.
- Manage demonstrations, presentations and site visits.
- Improve personal industry and product knowledge and report changing.
- Manage time and resources effectively to meet territory sales objectives.
- Maintain sales and account contact records and report activity to management.
- Conduct contract negotiations.
- Manage key decision makers through the entire acquisition process.
- Up-sell into existing customer base.

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## JOB REQUIREMENTS

### Experience:

- 2+ year's successful healthcare information systems sales experience to hospitals and private practices (HIS, Radiology, PACS and/or Medical Records experience is a plus).
- Comfortable selling at the executive level in the healthcare market (CEO, COO, CFO level)
- Verifiable experience exceeding large quotas.
- Knowledge of business and IT strategies for hospitals.
- Knowledge of sales territory management.
- Good negotiation & customer service skills
- Ability to multi-task sales activities
- Knowledge of current information systems technology and healthcare industry trends.
- Strategic sales account planning skills.
- Ability to demonstrate consistent closing techniques throughout the sales cycle.

**Education:**

Bachelor's degree in Business or related, or combination of education and experience

**Responsibilities**

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(Including but not limited to the following)

- Developing long term working relationships with customers, partners, integrators, consultants, and c-suite executives within the healthcare technology environment.
- Sales and consulting as related to the integration of Electronic Health Record technology with small- and mid-providers in the healthcare industry.
- Strategize with the company CEO regarding effective selling approaches and forecasting potential growth opportunities.
- Develop presentations to prospective clients, generate leads and qualify all opportunities.
- Continually generate new sales opportunities through cold-calling, networking, client referrals and responding to sales inquiries.
- Work collaboratively with internal resources to develop sales proposals and financial feasibility and pricing analyses.
- Remain current and knowledgeable of the healthcare market, industry trends, and competitors.
- Participate in industry events and national conferences.
- Create customized proposals and presentations to management executives, corporate medical directors and their key decision makers to secure new business within the healthcare information technology market.
- Participate in delivering public speeches to demonstrate our expertise in this field.
- Assists in the development of new marketing strategies and materials.

**Education, Skills and Competencies**

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- Bachelor's degree required.
- 2+ years experience selling integrated healthcare solutions.
- Strong background in either a healthcare or medical technology setting.
- Must be familiar with various electronic health record systems.
- Prior experience in healthcare consulting and knowledge of the healthcare efficiency indices is a plus. Strong relationships with or selling to hospital IT departments.
- Proven track record in complex sales. Demonstrated ability to drive growth and develop new business, with a proven track record of exceeding established sales targets.
- Self-confident, self-motivated, energetic, tenacious and resolute, with a high sense of urgency and a strong drive to produce results
- Strong relationship building skills. Excellent written and verbal communication skills.
- Customer service, closing skills, territory management, prospecting skills, negotiation, product knowledge, presentation skills.
- Able to work overtime as needed.