



Sales Executive

What You'll Do:

As the Sales Executive, you will be:

- Leading end-to-end new business development efforts including, but not limited to:
 - Prospecting and qualified lead generation
 - Proposal evaluation and vetting
 - Utilization of marketing assets to ensure brand adherence, quality, completeness, and timeliness
 - Pricing negotiations
 - Finalist preparation, strategy, and coordination
- Engaging and partnering with brokers, consultants, TPAs, and coalition groups to gain proposal opportunities and achieve sales targets
- Maintaining knowledge of company products and services
- Identifying opportunities for product development or expansion
- Creating and fostering a business development culture that embraces a strategic, proactive, and customer-centric approach to include identifying, actively pursuing, and closing new business opportunities
- Increasing Serve You Rx's visibility in the target industry sectors and markets through networking, organizing membership, presentation delivery, trade show exhibiting, entertainment, and participation in other relevant events, conferences, and campaigns
- Gathering intelligence on emerging market and industry trends and monitoring competitor activity
- Presenting recommendations to senior leadership to position the company for increased effectiveness in winning new business
- Potentially assisting the account team with ensuring renewal of key accounts, promoting new products, upselling, and conveying trend story/ROI/value proposition

Qualifications:

- Bachelor's degree in Business or related degree or equivalent experience.
- Minimum of three years of successful experience in PBM sales, with supplemental experience in channel sales, closing deals, account management, managed care, and/or health insurance.
- Minimum of two years of successfully working with brokers, consultants, TPAs, and/or coalition groups.

- Proven experience with measurable results in new business development, pipeline management, relationship management, and providing an exceptional customer experience.
- Successful new business sales producer in remote work-from-home environment.
- Current valid driver's license and personal insurance liability coverage.
- Proficient in Microsoft Office Professional.

Why Serve You Rx?

Serve You Rx is a full-service pharmacy solutions provider based in Milwaukee, Wisconsin. We specialize in pharmacy benefit management, mail order services, and specialty medication management. For more than 35 years, Serve You Rx has been collaborating with benefit advisors, third-party administrators, and employers to design and deliver strategies that reduce prescription drug costs and improve consumer access to affordable and clinically appropriate medication therapies. Serve You Rx is privately held, and our owned assets include our Specialty Pharmacy, mail order pharmacy, and member services call center. In addition to the great workplace culture, Serve You Rx offers generous benefits to include: medical, dental, vision, 401k, HSA, identity theft, and pet insurance, 18 days of paid time off in your first year. If working on site, we offer a newly remodeled and clean facility, easy on/off freeway access, plenty of free surface parking directly outside our facility doors, scenic walking trails, a wide variety of restaurants and shopping nearby, and food trucks in the park when weather permits.

Qualified applicants are encouraged to apply! Send your cover letter, resume and salary requirements to hr@serveyourx.com

The purpose of this document is to provide a general summary of essential responsibilities for the position and is not meant as an exhaustive list.