



Director of Business Development – Healthcare

River Logic, an innovative and award-winning developer of [corporate performance management software solutions](#), is seeking an ambitious, motivated, and entrepreneurial individual with a strong record of personal achievement in Healthcare solutions sales, marketing, and partner development.

Key Responsibilities

- Drive sales of River Logic’s Healthcare solutions in collaboration with partners; this might require driving the sales process or acting in a pre-sales support role
- Manage River Logic’s relationships with Healthcare System Integration and Consulting partners
- Collaborate with VP – Partner Development to identify and recruit new Healthcare partners
- Enhance the business case and core messaging to drive customer and partner adoption of River Logic’s Healthcare solutions
 - Customer pain points and value proposition
 - Competitive position and core differentiators
 - Demos and messaging in support of the value proposition
 - Tools and materials to support the sales process
- Provide input to River Logic development and solutions personnel on top customer and partner requirements (e.g., capabilities, ease of use features, integration, etc.)

Qualifications

The ideal candidate will have a minimum of 5 years of experience in software solution sales in the Healthcare Provider space—preferably in financial planning, decision support or process improvement—with the following qualifications:

- Successful track record leading software sales efforts in the Healthcare Provider space, including
 - Deep knowledge of solution or consultative sales processes
 - Proven ability to work collaboratively with partners
- Understanding of Healthcare Provider space and Hospital planning and execution processes (e.g., strategy, financial, EMR, marketing, clinical, billing, etc.), and how technology solves business problems; pre-sales or consulting experience a strong plus
- Demonstrated ability to manage and grow relationships with system integration and consulting partners
- Excellent verbal and written communications skills; presentation, customer service, business and negotiation skills
- Undergraduate degree in science; Masters degree a plus (e.g., MBA, MS)

The company offers competitive pay, an attractive options package, and the potential to grow with the organization.

Please email your resume and a cover letter including salary requirements to recruitment@riverlogic.com and reference **Director of Business Development – Healthcare**.

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Founded in 2000, **River Logic, Inc.** is a privately held technology firm based in Dallas. River Logic provides [Corporate Performance Management](#) (CPM) and advanced [predictive modeling](#) solutions.

River Logic's [Enterprise Optimizer](#)[®] (EO) technology platform supports a wide range of performance management solutions, including:

- [Integrated Business Planner](#)[™] for consumer goods companies wishing to align day-to-day operations with business strategy to maximize financial performance
- [Trade Promotion Optimization Planner](#)[™] for consumer goods companies that want to improve the return on investment of trade dollars at the strategic and planning levels
- [Integrated Delivery System \(IDS\) Planner](#)[™] for physician-driven hospital performance management