



Client Executive

Novu is a member engagement and behavior change technology and services company partnering with health plans to improve performance by driving high-value behaviors with targeted members. We combine behavioral analytics, data science, personalized communications and incentives to help health plans influence member actions with their most challenging members. Delivered in a more efficient and effective manner than traditional rewards programs, our solutions are designed to optimize a health plan's quality, risk and member engagement. Novu works with health care's most innovative leaders and delivers an empowering, influential and connected experience anywhere a member chooses to engage.

We're a growing, creative team on a mission to create educated, active and accountable consumers of the health care system. We have a diverse team of health care marketers, technologists, scientists and entrepreneurs devoted to solving real world health care problems. We're looking for driven, smart, creative and fun candidates who share our passion for optimizing the intersection of consumer engagement, technology and innovation.

Position Summary:

This role requires an individual with deep industry knowledge of the health plan industry and must possess a deep set of skills in complex sales process. The ideal candidate will be results-oriented with a consistent payer sales track record, and will have expertise in health engagement and expertise navigating a changing market place.

Responsibilities:

- Develop and drive annual sales revenue from new business targets
- Develop ideal client profiles and identify aligned targets
- Represent Novu by demonstrating a superior ability to engage and excite targeted client audiences that include C-Suite and VP levels of health plans
- Advise and consult with Novu senior leadership team to identify and solve challenges across the domestic market
- Define the regional strategic plan to identify, access and influence client decision-makers within the western portion of the United States
- Research specific client needs to align appropriate Novu solutions
- Develop and manage all stages of the sales funnel from prospect development through implementation and renewal
- Attain and drive to exceed growth targets and open new market opportunities
- Work closely with Client Management to define, align and deliver upon client requirements and expectations

Qualifications:

- BA/MBA with health and well-being industry business development experience preferred, extensive demonstrated relevant experience will also be considered
- Six to ten years experience in sales and strategic business development for health plans
- Deep knowledge of all lines of business within health insurance plans, including Medicare, Medicaid and Commercial

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www.novu.com



Knowledge/Skills/Abilities:

- Can confidently lead discussions with stakeholders on the turbulent evolution of health services and in the importance of consumerism in the upcoming evolution
- Some knowledge of best practices in consumer engagement is desired
- Excellent listening skills; self-directed individual that can create trusted advisor relationships
- Ability to synthesize complex concepts into memorable, compelling stories
- Quick study with an intrinsic commitment to continuous learning
- Demonstrated creative innovator that drives industry evolution
- Team player able to instill confidence and motivate colleagues
- Demonstrated willingness to support success of your peers
- Demonstrated ability to support, interact with and actively incorporate Client Managers in strategy and success in retaining and growing existing clients
- Travel requirements: 50% travel

How to apply:

Please email your resume to:

Mary Lohmann - Talent Manager

mary.lohmann@novu.com

Novu is an Equal Opportunity Employer