



Pillow Pharmahealth

Director of Sales - Job Description

About Us

Pillow Pharmahealth (Pillow^{PH}) is a start-up Pharmacy Benefit Manager founded to disrupt the marketplace by bringing clarity, great service and lower costs to patients and payers. Pillow^{PH} is looking for hard-working people to join our team.

Position Summary

As one of the core team members, the Director of Sales will work with the Broker and Consultant community, as well as with Pillow Senior Leaderships to develop and grow our business.

She/he is responsible to manage all aspects of the sales process including identifying prospects, developing relationships with key Brokers and Consultants and bringing new business opportunities to close.

- Demonstrate deep knowledge of PBM benefits, formularies, networks, contracting, and service.
- Create a network of Brokers and Consultants who will support the uptake of the PillowPH brand in the marketplace.
- When necessary, manage the RFP and Proposal and pricing process and create offers to potential clients.
- Develop a deep knowledge of PillowPH products and services to easily explain the features, advantages and benefits of those services to prospects and potential clients.

- Manage the client contract process to signature for any new business sold.
- Represent PillowPH in industry events, trade groups and other marketing kinds of activities.

Working in a start-up environment, the Director of Sales will be exposed to starting a business from scratch and participating in all matters related to developing and growing the business.

If you think you've got what it takes to succeed with a dynamic, fast-growing team, then please send your resume and cover letter to careers@PillowPH.com for consideration.