

## **Position Summary:**

The Regional Vice President will own the California market for ZeOmega. The California market is unique, especially its Medi-Cal program. We are looking for a strategic leader who is part thought leader, part business development, and part sales executive. They will have the opportunity to build a substantial business, starting with the support of our existing, referenceable client base in the market. This will include driving new partnerships and new solution requirements.

## **Who we are:**

- According to a KLAS Research, we're the #1 Population Health Technology company for health plans (payers)
- 20 years young, with a founder-led, growth-oriented organization ready to jump to the next growth curve with an energized team
- Strong existing business in California

## **What you will gain from this role:**

- Opportunity to help health plans serve some of the most vulnerable Californians
- Freedom to develop the market and strategy to serve it
- Chance to engage with senior leaders at California health plans and stakeholders

## **What your responsibilities will be:**

- Own the growth strategy for ZeOmega in California, with particular emphasis on health plans serving the Medi-Cal program
- Create and implement a plan to deliver maximum impact and revenue potential
- Maintain a complex set of relationships with policy makers and other stakeholders in the state
- Lead the sales process for prospects covering all phases including, discovery, demonstrations, RFPs, due diligence, proof of concepts, proposals, contract negotiations, closing and implementations
- Direct pre-sale activities by researching and prospecting new



business potential, developing new qualified leads, and proactively developing and maintaining consultative relationships with all key-buying influencers in each account, including multiple levels within the customer's organization up to the CEO level. Work with numerous internal teams to bring in relevant expertise to help the potential clients to better understand our product offerings and value.

### **What you will bring to this role:**

- A deep and wide set of relationships in the Medi-Cal community and its stakeholders (health plans, health systems, state agencies and related organizations)
- All the traditional selling skills (persistence, accountability, communication, enthusiasm, etc.)
- Ability to be a self-starter
- Ability to work collaboratively across the organization with a positive attitude
- A warm and open heart for serving the least fortunate among us
- A tenacious spirit for overcoming challenges and creating new opportunities
- Bachelor's Degree (four-year college or technical school) or equivalent work experience

People with disabilities and from diverse backgrounds are strongly encouraged to apply. Position requires travel 25-50% off the time.

You may email your resume to [cfreeman@zeomega.com](mailto:cfreeman@zeomega.com).

Our company is committed to equal employment opportunity. We will not discriminate against employees or applicants for employment on any legally recognized basis

["protected class"] including, but not limited to: veteran status, uniform service member status, race, color, religion, sex, sexual orientation, national origin, age, physical or mental disability, genetic information or any other protected class under federal, state, or local law.



214.618.9880



6200 Tennyson Parkway  
Suite 200, Plano, TX



[sales@zeomega.com](mailto:sales@zeomega.com)  
[www.zeomega.com](http://www.zeomega.com)