

United States Jobs Expertini®

Healthcare R&D Northeast One Lenovo Client Manager

[Apply Now](#)

Company: Lenovo

Location: Morrisville

Category: other-general

Description and Requirements

As a Healthcare Client Manager at Lenovo, you will be responsible for nurturing client relationships across all Business Groups, driving growth in our Large Enterprise Accounts by implementing account strategies that leverage our entire Solutions and Services portfolio.

We are seeking candidates who possess strong sales acumen, business technical expertise, operational proficiency, and entrepreneurial spirit to propel technology sales with a focus on business outcomes.

Key Responsibilities:

Understand clients' needs and objectives to deliver tailored solutions.

Independently identify, develop, and close new opportunities within the territory.

Achieve revenue and profitability targets for Lenovo while expanding across multiple product sets.

Develop, implement, and execute effective sales strategies to meet sales and business goals.

Lead the sales strategy for account teams and drive revenue growth across Lenovo's portfolio.

Manage financial performance and forecast governance across the Lenovo portfolio.

Cultivate C-level relationships and act as a trusted consultant to customers.

Own the customer relationship and engagement strategy.

Stay informed and adaptable to Lenovo's ongoing product and service developments.

Lead cross-functional teams to facilitate deal progression.

Ensure exceptional sales and customer service delivery.

Utilize MS Dynamics and other reporting tools effectively to track key sales metrics and deliver operational excellence.

Basic Requirements:

BA/BS degree or equivalent professional work experience

8+ years of technology sales experience in the Enterprise, Healthcare and Public Sector space.

Preferred Requirements:

Demonstrated track record of top performance with multi-million dollar quotas.

Exceptional technology acumen with a focus on addressing business challenges through IT transformation.

Strong business and financial acumen with extensive experience developing technology-led solutions for Very Large Enterprise clients.

Proven success in building and influencing relationships at the C-Level, both internally and externally.

Ability to work effectively with all levels of business and IT contacts within complex financial organizations.

Drive to achieve company growth projections in a dynamic and competitive environment.

Excellent interpersonal, communication, organizational, and problem-solving skills.

Healthcare Industry experience

The position is territory-based with travel required (~50%).

*** This position will be based in the New Jersey, New York and Pennsylvania territory must reside in or around region.

The base salary range budgeted for this position is \$118,000 - \$157,000. Individuals may also be considered for bonuses and/or commissions. Lenovo's various benefits can be found at

[Apply Now](#)

Cross References and Citations:

1. Healthcare R&D Northeast One Lenovo Client Manager Lawyerjobs Jobs Morrisville Lawyerjobs ↗
2. Healthcare R&D Northeast One Lenovo Client Manager EntertainmentjobsnearmeJobs MorrisvilleEntertainmentjobsnearme↗
3. Healthcare R&D Northeast One Lenovo Client Manager Insurancejobs Jobs Morrisville Insurancejobs ↗
4. Healthcare R&D Northeast One Lenovo Client Manager LuxembourgjobsJobs MorrisvilleLuxembourgjobs↗
5. Healthcare R&D Northeast One Lenovo Client Manager ContractjobsJobs Morrisville Contractjobs↗
6. Healthcare R&D Northeast One Lenovo Client Manager Tunisiajobs Jobs Morrisville Tunisiajobs ↗
7. Healthcare R&D Northeast One Lenovo Client Manager Spainjobs Jobs Morrisville Spainjobs ↗
8. Healthcare R&D Northeast One Lenovo Client Manager Cv-resume-builder Jobs MorrisvilleCv-resume-builder ↗
9. Healthcare R&D Northeast One Lenovo Client Manager Searchcanadajobs Jobs MorrisvilleSearchcanadajobs ↗
10. Healthcare R&D Northeast One Lenovo Client Manager ManagementjobsJobs

Morrisville Management jobs ↗

11. Healthcare R&D Northeast One Lenovo Client Manager Kazakhstan jobs Jobs

Morrisville Kazakhstan jobs ↗

12. Healthcare R&D Northeast One Lenovo Client Manager Javascript jobs Jobs Morrisville

Javascript jobs ↗

13. Healthcare R&D Northeast One Lenovo Client Manager Government jobs near me Jobs

Morrisville Government jobs near me ↗

14. Healthcare R&D Northeast One Lenovo Client Manager Node jobs Jobs Morrisville

Node jobs ↗

15. Healthcare R&D Northeast One Lenovo Client Manager Manchester job search Jobs

Morrisville Manchester job search ↗

16. Healthcare R&D Northeast One Lenovo Client Manager Searchuk jobs Jobs Morrisville

Searchuk jobs ↗

17. Healthcare R&D Northeast One Lenovo Client Manager Admin jobs Jobs Morrisville

Admin jobs ↗

18. Healthcare R&D Northeast One Lenovo Client Manager South Korea jobs Jobs Morrisville

South Korea jobs ↗

19. Healthcare r&d northeast one lenovo client manager Jobs Morrisville ↗

20. AMP Version of Healthcare r&d northeast one lenovo client manager ↗

21. Healthcare r&d northeast one lenovo client manager Morrisville Jobs ↗

22. Healthcare r&d northeast one lenovo client manager Jobs Morrisville ↗

23. Healthcare r&d northeast one lenovo client manager Job Search ↗

24. Healthcare r&d northeast one lenovo client manager Search ↗

25. Healthcare r&d northeast one lenovo client manager Find Jobs ↗

Source: <https://us.expertini.com/jobs/job/healthcare-r-d-northeast-one-lenovo-client-manager-morrisville-lenovo-0135a30446/>

Generated on: 2024-04-28 by [Expertini.Com](https://us.expertini.com/)