

Job Description:**Job Title: Business Intelligence Lead**

Job ID:

Location: Fort Worth, TX

Full Part/Time Full Time

Regular/Temporary: Regular

Description:

The Business Intelligence Lead is responsible for the technical implementation of current and future data warehouse, business intelligence solutions and data migration strategies. Proficient with the design of database architectures, data warehouses, data migrations, data marts, business intelligence packages, and implementing user reporting solutions based upon business requirement and content knowledge. Must have management skills to drive projects to completion on schedule with junior team members and mid-level business professionals. Strong understanding database methodology, data analysis, advanced SQL queries, ETL and business intelligence application required.

MINIMUM REQUIREMENTS:

The responsibilities include, but are not limited to the following:

Implement new business intelligence and data warehouse requirements through the use of SQL, ETL, business intelligence tools, and database programming and reporting tools.

Meet with customer business and technical leaders to identify and scope the business opportunities, document and vet business requirements, identify effective reporting techniques, identify the best data sources for reach report field, identify risks and constraints, and design reporting formats.

Develop, implement, and maintain ETL (extract, transform, and load) solutions to bring new data into the data warehouse.

Develop optimized database design to achieve acceptable performance by tuning view, tables and indexes for proper response time.

Develop new capabilities and architectures that capitalize on the development of client portal, and ad-hoc BI capabilities

Respond to ad-hoc query requests from various Leprechaun departments including Product, Vendor Services, Finance, and Professional Services.

Full life-cycle development and maintenance of data warehouse, ETL, and business intelligence solutions.

Data analyst skills to determine root cause problems for data integrity and data quality issues identified through QA or by business report owners.

Provide guidance and recommendation on BI reporting packages

Establish strong professional relationships with C-level prospects in the Medicare Advantage payer market, to meet and exceed sales quotas for specific solutions in target markets

Employ solutions selling tactics throughout the sales process, consistent with company's sales and marketing objectives

Gain access to key power-sponsors and decision makers

Identify client pain points and opportunities

Conduct sales meetings, presentations, demos, and follow-up

Represent Leprechaun and its product portfolio in industry conferences, trade shows, and client events.

Position Duties:

Meet or exceed sales quotas for the assigned solution(s) and target market(s)
Effectively utilize strategic solution selling approach from prospecting through closure
Conduct sales meetings, presentations, demos, and follow-up with C-level prospects in the Medicare Advantage payer market
Represent Leprechaun and its product portfolio in industry conferences, trade shows, and client events.
Work effectively with internal management develop contract terms, prepare and deliver proposals and contracts, and negotiate deal closure with prospects
Work closely with product management and executive team to effectively represent company solution set
Make effective and consistent use of the sales force automation tool
Contribute to the company's knowledge of the competitive environment, market opportunities, and industry trends.

Desired Requirements:

5-10 years B2B C-level sales experience in payer and/or healthcare industries, or analytical or technological industries, successfully closing multi-million-dollar deals at C-level
Demonstrated success executing sales strategies to meet and exceed revenue quotas and strategic business objectives
Experienced in managing and growing extremely large accounts with a strong history of packaging deals that require the integration of services to meet business goals
Demonstrated success in selling BPO and ASO solutions
Experienced in managing long sales cycle and selling financial solutions to Fortune 100 prospects
Demonstrated effectiveness in developing successful business relationships with internal and external personnel, especially financial and operations executives
Thorough working knowledge of the payer revenue cycle, Medicare reimbursement and healthcare finance, including Medicare Risk

Required Skills:

Ability to engage key decision makers (CEOs, CFOs, CMOs) of large health plans
Ability to articulate and sell complex solutions to C-level executives and other health plan leaders
Proven consultative and strategic selling skills
Outstanding interpersonal and presentation skills
Excellent written and verbal/telephonic communication skills

Education:

BS/BA degree - Major in Marketing or Business Administration preferred

Special Skills:

Ability to be seen as peer to decision makers and influencers, including C-level executives
Presents as intelligent, knowledgeable, mature, articulate, empathic, and honest

Physical and Environmental Requirements:

Capable of traveling (50%), for prospect meetings, industry tradeshows and client events

Leprechaun LLC is an equal opportunity employer