

# ACCOUNT EXECUTIVE – ORGAN DONATION

Build Business Relationships to Save Lives in Your Community

*Have you ever wondered what happens after you checked the DONOR box on your driver's license? Donation can only occur with a strong collaboration of partners – a critical, hands-on relationship our LifeSource account executives manage daily.*

## Company Overview

LifeSource is the dedicated organ procurement organization for South Dakota, North Dakota and Minnesota – saving and healing lives through organ, eye and tissue donation. We manage all aspects of the donation process from activating public awareness initiatives to encourage opt-in, recipient matching and recovery coordination, and donor family support.

## Coordinate. Care. Engage.

Leave a remarkable impact on thousands of South Dakotans with past, present and future connections to donation. Our account executives are responsible for building and maintaining relationships between LifeSource, their assigned key hospital partners and local stakeholders.

### Responsibilities include:

- Market, educate and proactively create invested donation advocates amongst healthcare professionals
- Donation program leadership through strategic & data analysis Partner on enhancing donation processes within hospitals to support growth in donation program
- Develop and deliver education and training to achieve hospital donation engagement strategies

### Role requirements:

- Requires a combination of education and experience equivalent to 7 years of experience in a multi-level healthcare setting.
- Proven successful demonstration in building new and existing business relationships using consultative skills and value proposition methodology.
- Detail oriented and highly organized with a desire to improve processes, take initiative and solve problems.

### Inspired by the gift of life

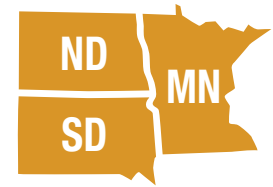
Working with families whose lives have been immeasurably changed through donation keeps us inspired. Donor families who have found peace and strength to move ahead. And grateful recipients and their families. We're working, every day, to help the nearly 3,300 people in the Upper Midwest in need of a lifesaving transplant.



Alexa, Donor, South Dakota

*"Alexa was always willing to help everyone no matter what type of problem they had. Her family is very proud of her still helping people."*

**Donation is a team effort. We ensure every donor and family who wants to donate one's organs, eyes or tissues has the opportunity to do so.**



**>7.1 MILLION  
PEOPLE IN 3 STATES**



**9  
TRANSPLANT  
CENTERS**



**279  
HOSPITAL PARTNERS**



**400+  
DRIVER'S LICENSE OFFICES**

**APPLY NOW:**

[www.life-source.org/employment](http://www.life-source.org/employment)