



TEXAS
MEDICAL
SYSTEMS

Position Title	Customer Development Representative (CDR)
Position Industry	Information Technology
Position Location (City)	Corpus Christi or Valley
State	Texas
ON or OFF Site?	Flexible

DESCRIPTION & REQUIREMENTS

Job Description

Do you have medical billing experience and great local contacts in your area? Do you desire to share your knowledge and experience with others, expanding your income and skill sets along the way? If you enjoy these things, along with technology and healthcare, Texas Medical Systems has an opportunity for you. As a Customer Development Representative you will employ your relationships to identify and develop new client opportunities for Texas Medical Systems in east Texas, working with the Director of Sales and Marketing and the Director of Training to sell and implement software solutions for medical practices.

Duties

- Identify and contact prospective medical practices for software, hardware, and consulting solutions
- Assist the Director of Sales and Marketing with software presentations and quotations, eventually making standard presentations and quotes on your own
- Assist the Software Support team in managing projects, training clients on software solutions and assisting with service issues
- Provide follow-up support and technical assistance to clients
- Serve as the point of contact between customer and software development and implementation staff during implementation and training phases

Job Requirements

- Excellent communication skills-both written and verbal
- A strong work ethic and solid organizational skills
- An understanding of PC and web-based applications is helpful
- Knowledge of medical billing, collections, coding, insurance verification and regulatory requirements is a plus
- Must be self motivated and able to manage a variety of customer relationship in various environments
- Must be flexible, patient, think quick on your feet, and be willing to travel extensively in east Texas
- Sales and or customer service experience a plus, but not required

Additional Desirable Qualifications

Desire to develop customer based sales skills, knowing a portion of your income will come by way of commission.

Required Employment Authorization	Type of Position
U.S. Citizen	Full-time
Required Experience	Required Travel
2 Years	Day trips
Required Education	Required Education Major
None	NA