



TEXAS
MEDICAL
SYSTEMS

Position Title	Account Representative
Position Industry	Information Technology
Position Location (City)	DFW Metroplex
State	Texas
ON or OFF Site?	OFF

DESCRIPTION & REQUIREMENTS

Job Description

Do you have practice management sales experience and great local contacts in this area? Do you desire to share your knowledge and experience with others in an organization that rewards its sales people with true equity in the company, not paper promises? Are you a self starter who wants sales tools and assistance and the freedom to manage yourself? If you enjoy these things, along with technology and healthcare, Texas Medical Systems has an opportunity for you. As an Account Representative, you will employ your relationships to identify and establish new client relationships for Texas Medical Systems in the DFW Metroplex.

Duties

- Identify and contact prospective medical practices for software, hardware, and consulting solutions
- Facilitate software presentations and quotations, and follow up through successful closing of new business
- Assist in managing new software implementations, assuring each client's success
- Provide follow-up support and technical assistance to clients
- Assist with local and state trade shows

Job Requirements

- Five years of successful, proven sales required
- 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 sales environments
- Practice management or EMR sales experience a plus, but not required

Additional Desirable Qualifications

Desire to become an equity owner with long term interest in the company a must!

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