



TEXAS  
MEDICAL  
SYSTEMS

<b>Position Title</b>	Account Representative
<b>Position Industry</b>	Information Technology
<b>Position Location (City)</b>	Houston
<b>State</b>	Texas
<b>ON or OFF Site?</b>	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!

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