

Job Title:	Executive Sales Consultant (ESC)	Fringe Benefits:	N/A for Independent Contractors
Department/Group:	Sales & Marketing (SM)	Job Code/ Req#:	SM.ESC.01
Location:	Texas based/Open Territory (USA)	Travel Required:	Contractor's Discretion
Level/Salary Range:	Unlimited, Commission-Only Compensation* (No Salary)	Position Type:	Independent Contractor
HR Contact:	Steven McCown	Date posted:	July 17, 2015
Will Train Applicant(s):	Product & Sales Training Available	Posting Expires:	July 31, 2015
External posting URL:	N/A		
Internal posting URL:	N/A		

Applications Accepted By:

FAX OR E-MAIL:

817.725.9227 or opportunities@MedRevComplete.com

Subject Line:

Attention: HR Department Re: SM.ESC.01 (Executive Sales Consultant)

MAIL:

Attn: Human Resources

Med-Rev Complete

1501 Hall Johnson Rd. #233

Colleyville, TX 76034

Job Description

ROLE AND RESPONSIBILITIES

Med-Rev Complete is dedicated to helping doctors of all types thrive in their practice. Our goal is to bring together new strategies and innovations in technology specifically bundled to fit the needs of the practice.

Independent Executive Sales Consultant (ESC) are in a Sales role to promote services provided by Med-Rev Complete. ESC's will be responsible for developing new business relationships by calling on and meeting with potential Med-Rev Complete clients. New business prospecting may include:

- Warm Market Relationship Marketing
- Educational Events (Seminars/Lunch-N-Learns)
- Networking
- Tradeshows and Expos
- Prospecting (Direct Contact)
- Extensive Prospect/Client Follow Up

The ESC is to propose Free Practice Analysis' & Strategy Review Sessions for each prospective client by scheduling an appointment (generally with the office manager and/or doctor) to administer a Practice Analysis Questionnaire.

The ultimate goal of this fact finding meeting is to listen for & document any pain points they may be experiencing in their practice. These additional responsibilities include (but are not limited to) are:

- Promoting a Complementary Practice Analysis
- Scheduling Follow-Up Strategy Review Sessions with Prospect
- Administering Practice Analysis Questionnaires
- Following Up with Prospective Client
- Uncovering Practice Pain Points
- Following Company Process & Procedures throughout Sales Cycle (CRM Entry, etc.)

Regular 'Coaching Sessions' will be scheduled to assist ESC's in their effort to progress through the sales cycle.

- It is expected that Executive Sales Consultant's assist with transitioning new clients from Sales to Operations within the first 90 days or as defined in the ESC's agreement, at which point client relationship management efforts will not be required.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Minimum of 1 year of successful outside sales experience desired
- Minimum of 1 year of medical related experience desired
- Commission-based experience is helpful, but not required
- Self-Starter and Self Motivated Personality

PREFERRED SKILLS

- Strong Listening Skills to include: Active Listening, Empathic Listening, & Strategic Listening
- Strong & Effective Communication Skills
- Possess a Trustworthy, Consultant-style Sales Mindset
- General Knowledge of medical claim processing
- Comfortable with Technology such as Microsoft Office (Word, Excel, Powerpoint) as well as Customer Relationship Management (CRM) applications

ADDITIONAL NOTES

This position is an independent contracted role with Med-Rev Complete, LLC.
 The commission-only structure will be provided as an addendum to the Revenue Cycle Specialist agreement.
 *Term of commission contingent on sales quota being met per ESC’s signed agreement.

Reviewed By:	S.E.M.	Date:	January 15, 2016
Approved By:	S.E.M.	Date:	January 15, 2016
Last Updated By:	S.E.M.	Date/Time:	January 16, 2015 / 9:52 AM