**Job Title:**

Northwest Region Managed Services Independent Sales Representative

**About the Company:**

HealthCare Synergy, Inc. is a software and service provider for home health, hospice, and outpatient therapy agencies. With more than 20 years invested in the health care industry, we have served a multitude of diverse home health agencies by providing software solutions and managed services, along with exceptional customer services, technical support, training, and education.

**About the Opportunity:**

Independent sales representatives are self-employed salespeople who sell products or services for a range of different clients. This job involves tasks such as networking at conferences and trade events, selling the unique features or benefits of the products or services they’re selling, and negotiating prices or terms of sale contracts. This job involves a lot of travel between clients and customers and can require long and irregular hours. As independent sales representatives work for themselves, the hours they set can be either full- or part-time. Independent sales representatives should be confident and persuasive speakers, be comfortable ‘cold calling’ and networking, and have the stamina to work long hours.

We’re looking for a results-driven independent sales representative to actively seek out and engage home health and hospice agencies in the Northwestern Region States defined as Oregon, Washington, Idaho, Utah and Colorado.  Products being marketed comprise outsourced automation and management services such as diagnosis coding, assessment and documentation review, plan of care preparation, billing and revenue recovery.

You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability.

**Responsibilities:**

1. Serves customers by selling products and meeting customer needs.
2. Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
3. Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
4. Focuses sales efforts by studying existing and potential volume of dealers.
5. Achieve agreed upon sales targets and outcomes within schedule.
6. Submits orders by referring to price lists and product literature.
7. Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
8. Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
9. Recommends changes in products, service, and policy by evaluating results and competitive developments.
10. Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
11. Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
12. Provides historical records by maintaining records on area and customer sales.
13. Contributes to team effort by accomplishing related results as needed.
14. Keep abreast of best practices and promotional trends
15. Continuously improve through feedback
16. Familiarity with CRM practices along with ability to build productive business professional relationships
17. Highly motivated and target driven with a proven track record in sales
18. Establish, develop and maintain positive business and customer relationships
19. Reach out to customer leads through cold calling
20. Expedite the resolution of customer problems and complaints to maximize satisfaction
21. Coordinate effort with team members and other departments
22. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services

**Qualifications and Skills:**

* Customer service
* Meeting sales goals
* Closing skills
* Territory management
* Prospecting skills
* Negotiation
* Self-confidence
* Product knowledge
* Presentation skills
* Client relationships
* Motivation for sales
* Education, Experience, and Licensing Requirements:
* BA/BS University degree or equivalent with a concentration in marketing, promotions, advertising sales, or business administration preferred
* Proven work experience as a sales representative
* Excellent selling, communication and negotiation skills
* Relationship management skills and openness to feedback
* Familiarity with Microsoft Office software and phone systems

**Compensation**

Negotiable based on experience, availability and  skill set.

Contact Michael Tidd at Michael.tidd@healthcaresynergy.com to submit a resume and any supporting documents and to schedule a panel interview.