



Sales Executive

Based in Nashville, TN, PatientFocus works with healthcare providers across the US exclusively servicing the patient-pay revenue cycle. PatientFocus offers multiple solutions to function as an extension of our clients' billing office, providing complete patient financial engagement and payment management after insurance.

PatientFocus is expanding our current sales team and is seeking energetic, goal-oriented Sales Executives with a proven track record of growing revenue in the healthcare revenue cycle management space. Reporting to the CEO, you would be responsible for qualifying leads generated by our marketing team (Business Development Reps, trade shows, channel partners) delivering PatientFocus' value proposition through demos, presentations, contract negotiations, closing sales, and assisting the onboarding process. The ideal candidate is experienced at closing business to C-Suite Executives as well as into the Business Office through a consultative and needs-assessment sales approach. This role will also be responsible for self-sourcing and closing accounts via your professional network. This position will be based in Nashville, TN with some travel.

First Year Success

- Generate \$1.8M/ARR per year
- Average \$25K/monthly revenue per client closed
- Close 6 new accounts

Key Areas of Responsibility

- Own the relationship for potential clients from lead qualification through close
- Lead the sales process with potential clients as a product and solutions expert aligned with solving their patient-pay pain points
- Create a portion of your sales opportunities through networking and outbound prospecting
- Utilize HubSpot to manage and report on a sales pipeline with meaningful insights to efficiently drive sales to close
- Consistently meet sales targets on a quarterly and annual basis
- Provide the marketing team with feedback that leads to the development of collateral and marketing materials that enable you to close more business
- Some travel is required, including conference attendance and prospect meetings

Benefits

- Full-time position with base salary and sales delivery incentives
- 401K with company match
- Flexible PTO
- Eligible to participate in medical, dental, and vision benefits programs
- Impact culture as a significant contributor to a growing team

Year 2 and Beyond Success

- Generate \$3.0M/ARR per year
- Average \$25K/monthly revenue per client closed
- Close 10 new accounts

Qualifications

- 5-10 years of experience as an individual contributor with a sales quota
- Direct experience and understanding of selling into Revenue Cycle Management, Billing Offices and/or patient-pay
- Self-starter motivated to achieve goals with a proven track record of consistent quota achievement
- Excellent written, interpersonal, verbal communication, and presentation skills
- Excels at time management and prioritizing tasks
- Enthusiastic and passionate