



Sales Executive - Patient Financial Engagement (Nashville, TN)

PatientFocus helps healthcare providers nationwide win the patient-pay battle. We step in after insurance to deliver modern digital engagement, stronger collections, and less workload for billing teams.

We're expanding and looking for a **driven, creative Sales Executive** who understands RCM knows patient-pay pain points and thrives in a true hunter role.

What You'll Do

- Self-source new opportunities through networking, outreach, and your own relationships
- Convert inbound leads from BDRs, marketing, events, and partners
- Lead demos, shape solutions, negotiate, and close deals
- Use a consultative approach with execs and revenue-cycle leaders
- Keep a clean, accurate pipeline in HubSpot
- Provide insights to marketing to sharpen messaging and collateral
- Travel for key meetings + conferences

First-Year Success

- \$1M+ in new ARR
- 6+ new logos closed

What You Bring

- 3+ years quota-carrying healthcare sales experience
- Strong RCM / billing office / patient-pay knowledge
- Proven success in a hunter role with consistent quota attainment
- Excellent communicator, relationship builder, and presenter
- Organized, competitive, curious, and fun to work with

What You Get

- Competitive base + uncapped incentives
- 401(k) with match
- Medical, dental, vision
- Flexible PTO
- A high-impact role on a fast-growing team