

Job Title: **Account Executive –Medical Sales**

RESPONSIBILITIES:

- Present, propose and negotiate agreements for MedCo Data products and services
- Meet and exceed sales goals on a monthly basis
- Managing strategy for success in the assigned territory including networking for new business
- Train customers on service features and benefits
- Provide accurate and detailed documentation including sales forecasts and customer paperwork

Minimum Qualifications

- Medical Office Experience, Pharmaceutical Management or associated healthcare products and services
- A minimum of one year of outside sales experience (technology experience is a plus)
- Excellent written, verbal and interpersonal skills
- Confident, goal oriented attitude
- Good organization and time management skills
- Good computer skills in applications desktop applications
- Bachelors degree or equivalent experience
- Must have own reliable transportation and professional demeanor
- Working knowledge of Office Suite and Windows XP OS, Visio and Project preferred

MedCo Data offers a base salary and commission structure.

ABOUT US:

Technology needs for Health Care Professionals has changed dramatically over recent years. Electronic health record (EHR) suites have made it possible to digitally track information on patients to provide better care and achieve more accurate billing. This also puts a higher value on the security and availability of that data. Medical offices need reliable computers, powerful servers and systems that reduce labor expense. When implementing EHR solutions or looking for support MedCo Data is the technology company that healthcare professionals trust.