



VitalEngine

Communicate • Collaborate • Accelerate

Job Title: Sales Representative, Austin, TX

Reports to: Sales Director

Job Description: This is a full time, field based position based in Austin. You will work with the Sales Director to ensure successful implementation of the VitalEngine software platform for all customers in the market. In addition you will help to identify, evaluate, and capitalize on new market opportunities.

Job Responsibilities:

- Expand the utilization of VitalEngine technologies within existing VitalEngine accounts
- Develop and grow a robust network of healthcare providers that routinely utilize VitalEngine to collaborate with existing VitalEngine customers
- Grow the volume of collaborations between network healthcare providers and existing VitalEngine customers
- Develop strong relationships with physicians of all types (i.e. cardiologists, oncologists, cardiac surgeons, orthopedic surgeons, etc.) and their staff. Learn and understand their referral patterns, and identify new opportunities for platform adoption.
- Sell into these new opportunities and expand service lines at existing VitalEngine accounts
- Monitor and optimize customer use of VitalEngine and aggregate results for reporting internally and externally to customers
- Train physicians and staff on the use of VitalEngine
- Provide customer support as needed to troubleshoot issues as they arise.
- Participate in Business Alignment Meetings to ensure goals are being met and platform usage is growing.

The Intangibles:

- Are you a confident and independent self-starter who can problem solve, prioritize and multitask?
- Are you an honest, ambitious, organized individual who takes initiative and is always ready to learn more?
- Are you eager to work in an environment where you have the opportunity to grow into a leader?
- Are you interested in finding the perfect intersection of technology and healthcare while working with a team whose goal is to positively disrupt healthcare delivery?

The Tangibles:

- College degree
- Experience in B2B sales is optimal but not required
- Proficiency in Microsoft Office/Google Workspace and willingness to learn new platforms
- Excellent communication and presentation skills

- Valid driver's license and reliable transportation as local travel is required

Please submit your resume and cover letter describing why you are interested to:
careers@vitalengine.com.

About VitalEngine

VitalEngine is a revolutionary cloud-based medical collaboration platform created to improve communication and information exchange within the healthcare industry. With multiple features including a state-of-the-art communication manager, powerful medical image exchange, referral management system, workflow management tool and enhanced telemedicine platform, VitalEngine's goal is to increase productivity and improve efficiencies that ultimately allow physician practices to focus more on the patient.