



VitalEngine

Communicate • Collaborate • Accelerate

Job Title: Sales Representative, Orlando, FL

Reports to: Sales Director

Job Description: Full time position based in Orlando. This field-based position will work with the Central Florida Area Sales Manager (ASM) to ensure successful implementation of the VitalEngine software platform for all customers in the market. In addition, this person will help to identify and evaluate market opportunities to expand platform utilization.

Job Responsibilities:

Once the VitalEngine platform has been introduced by the Area Sales Manager, the Sales Representative is responsible for training the physicians and their staff. In addition, other responsibilities include:

- Grow the referral network by developing strong relationships with physicians of all types (i.e. cardiologists, oncologists, cardiac surgeons, orthopedic surgeons, etc.), learn and understand their referral patterns, and identify where new opportunities for platform adoption exist.
- Monitor and optimize the customer's use of VitalEngine and aggregate results for reporting.
- Provide customer support as needed and troubleshoot issues as they arise.
- Collaborate with the ASM to identify opportunities to upsell existing customers to new service lines and products.
- Participate in Business Alignment Meetings with ASM and customers 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.