

**Job Title:** Account Executive

**Location:** US Remote (with domestic travel).

**Job type:** Full-Time

The Account Executive is responsible for generating revenue and attaining their sales goals by utilizing both inside and outside sales tactics and maintaining and building relationships with clients within a designated territory of the healthcare industry.

**Job Responsibilities:**

- Cultivate new business and expand current accounts through communication with key decision makers in the health system market.
- Identify key decision makers and influencers and travel within designated territory to meet with clients.
- Develop leads and schedule sales appointments/meetings by utilizing appropriate tools such as Salesforce, LinkedIn, outbound calls and emails.

**Job Requirements:**

- Minimum of 3 years' experience in healthcare staffing
- Bachelor's degree
- Account Management experience in a healthcare staffing environment
- Strong interpersonal, written and verbal communication skills
- Must have proven track record of retaining customers
- Recruiting or hiring experience
- Healthcare experience

**Benefits:**

ECLAT delivers a people-oriented, equal opportunity culture that supports a friendly work environment, innovative ideas, and a benefits-rich employee package.

- Competitive base salary + commission
- Health, Vision, and Dental plans
- Paid Time Off, Paid Holidays
- 401k plan with designated company match

**About ECLAT Health Solutions**

Founded in 2008, ECLAT Health Solutions has been continuously servicing high-quality revenue cycle management healthcare support services for hospitals and health systems nationwide with a focus on delivering the fastest, most accurate, flexible, and affordable solutions available. Recognized as one of Inc.'s 5,000 fastest-growing private companies in America this year, ECLAT Health Solutions is looking to expand services in revenue cycle management by offering effective operational strategies that deliver



customized solutions for medical coding accuracy, medical billing processes, ICD-10 Auditing, CDI advances and more.

“People are our greatest asset” is much more than just an expression to ECLAT. We make every effort to foster an environment where our teams can find an ideal balance between work and fun. Employees at ECLAT believe in being client-centric, open and ethical, innovative, and outcome-driven. ECLAT is an equal opportunity employer and believes in creating a supportive and diverse workplace.

For more information, please visit our website at [www.eclathealth.com](http://www.eclathealth.com).