



**Job Title:** VP, Sales

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

**Job type:** Full-Time

**Start Date:** Effective immediately

ECLAT Health is seeking to identify outstanding sales leaders to join the organization as VP of Sales. The VP, Sales will focus on new customer acquisition in provider markets selling our Revenue Cycle Management services. The individual will collaborate with the Executive Vice President and other senior leaders to ensure sales and revenue goals are achieved and participate in customer negotiations.

**Job Responsibilities:**

- Demonstrate outstanding networking capabilities and exhibit a professional polished demeanor and business maturity.
- Develop and deliver solution proposals and presentations for Provider services
- Develop plans and strategies for new lead generation and achieving Sales outcomes.
- Participate in strategic account planning.
- Meet and exceed established sales targets including calls per day, meetings per month, closing proposals and revenue targets
- Manage sales funnel to analyze and control pipeline activity and monitor sales activity against assigned budget.
- Effectively communicate value propositions through presentations and proposals.
- Maintain an accurate pipeline and forecast within our CRM system including but not limited to up-to-date data entry of leads and prospects into HubSpot.
- Responsible and accountable for planning, qualifying, obtaining, and managing new and existing sales opportunities within a geographically defined territory to achieve and exceed business plans
- Frequently travel within the sales territory to provide onsite presentations to Executive staff within hospitals & healthcare systems
- Monitor customer, market and competitor activity and provide feedback to leadership team and other company functions.
- Work closely with the marketing and client services functions.
- Other duties as assigned

**Job Requirements:**

- 5-7 years of healthcare experience in sales, with a growth focus with RCM Services & Solutions. Offshore RCM experience is preferred.
- Proven track record of building and growing business in the Healthcare Provider Market (Hospitals, Health Systems, Integrated Delivery Networks (IDN)).



- Active Member of Trade Organizations such as HFMA, MGMA, AHIMA, Becker's
- Bachelor's degree, MBA, or equivalent preferred

#### **Job Skills:**

- € Excellent oral and written communication skills, coupled with the ability to motivate and maintain effective working relationships at all levels of the organization
- € Successful track record of achieving sales targets and growing market share within the healthcare provider industry
- € Ability to successfully work to reach company goals in a multi-faceted, fast-paced, dynamic environment
- € Excellent public presentation and interaction skills, coupled with PC proficiency
- € Self-Starter and ability to generate new leads with hospitals, Health Systems, and Integrated Delivery Network (IDN)
- € Strong knowledge of RCM services & Solutions

#### **Benefits:**

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

#### **About ECLAT Health Solutions**

ECLAT Health Solutions, Inc. (ECLAT) is a trusted partner to some of the nation's largest health systems and government payers. Our core focus revolves around Revenue Cycle Management and Risk Adjustment solutions, providing a robust Business Process Outsourcing (BPO) portfolio and advanced technology solutions. These solutions empower our esteemed clients to reduce costs, enhance revenue recognition, and optimize cash flow. What distinguishes ECLAT from the competition is our unwavering commitment to delivering superior outcomes by deploying flexible, scalable services and cutting-edge technologies.

ECLAT has consistently delivered excellence since its inception in 2008, providing top-tier coding, audit, Clinical Documentation Improvement (CDI), and Chart Review solutions. We take pride in owning both our coding workforce and proprietary technology. Our training and Quality Assurance processes have been further fortified by integrating our advanced ML/NLP Platform, "Evaire." ECLAT deploys an advanced NLP/ML engine to analyze all incoming charts, identifying conditions for coder review. Subsequently, our skilled coders perform comprehensive record evaluations encompassing validation, additions, and deletions.

ECLAT offers a fully integrated platform that can be licensed directly as a Software-as-a-Solution (SaaS) that supports BOTH prospective and retrospective review utilizing NLP/ML and NLP/ML enabled Pre-Visit & Post-Visit (Pre-Bill) HCC CDI Solution with Configurable NLP technology processes both structured and unstructured chart data as well as claims data that are surfaced to the providers in the EMR so they can confirm or deny for documentation improvement opportunities.



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