

Job Title: Vice President, Business Development

Headquartered in Tampa, Florida, ClearGage, LLC. is a payments technology and financial services company providing payment processing solutions. Our sole purpose is to enhance the consumer's quality of life by providing flexible and ethical payment solutions that enables them to receive and pay for the products or services they need or want. We satisfy the rising need for innovative payment solutions with revenue cycle technology that is efficient, consumer friendly, capable of reducing bad debt and days sales outstanding (DSO).

Position: Exempt Full-time

Reports to: CEO or their designee

Location: Tampa, FL (may consider work from home)

Travel ~ 50-75%

Description

The Vice President of Business Development will drive sales of company technology and financial services to channel partners and clients. Partners include PM (Practice Management) Systems, EHR (Electronic Health Records), EMR (Electronic Medical Records), Practice Consultants, Revenue Cycle Management Companies, Medical Billers, Associations, Merchant Processors and Financial Institutions. This position will create, enhance, and deliver sales strategies to the Company.

Responsibilities:

- Identify, source and close new clients, integrated partners, channel partner and referral partner relationships
- Work closely with CEO to develop strategies and sales objectives to market global services to multinational organizations in his/her territory
- Meet or exceed annual individual sales goals and objectives within the prescribed time frame
- Timely and accurate completion of required reports, maintenance of data in the CRM system, and any other information requested by senior management
- Participate in specified conferences on national, regional and local basis,
- Work closely with Marketing Department in leading proposals, presentations, RFPs and other collateral materials as required
- Accepts additional job assignments and participates in project work as requested,
- Demonstrate and promote the company vision and values
- Observe strict confidentiality outside the office relating to all information obtained during the course of your duties

Knowledge, Skills and Abilities:

- Demonstrated Sales and Leadership skills required
- Must have ability to effectively present information to C-Level and senior management, prospects, and/or public groups
- Prefer to have a minimum of 10+ years of business development experience within the healthcare industry

- Proven track record of developing prospects and quickly securing new clients
- Prior familiarity with assigned territory and equipped with established relationships
- Strong understanding of the healthcare and consumer finances markets.
- Knowledge of third party technology including practice management software, electronic medical record software and CRM, etc.
- Ability to travel, approximately 75% of the time, sometimes on short notice.
- Excellent interpersonal skills, including the ability to work across the organization and interact/influence/negotiate effectively at all levels of management and peers.
- Intermediate level proficiency with SalesForce CRM Microsoft Word, Excel, PowerPoint, and Outlook.
- Prior experience calling on Channel Partners such as, Medical Billing Companies, Physician Practice Management Systems Vendors, Physician Practice Management Consultants, and Payment Processors.