

## SENIOR SALES EXECUTIVE

Practical Data Solutions, a company that specializes in healthcare reporting and analysis is currently seeking an experienced healthcare technology **Senior Sales Executive** for new sales development. PDS is a rapidly growing healthcare technology company focused on decision support and data warehousing for healthcare organizations. Our products and services are used by many large academic medical center clients nationwide.

### QUALIFICATIONS AND SKILLS REQUIRED

- Candidate must have a minimum of 3 years experience in healthcare technology sales, solution selling, and proven phone skills.
- Candidate must be highly energetic, able to travel, and be skilled at effectively communicating complex technology products in a professional consultative manner.
- Candidate will be home office based and may live anywhere in the country.
- Position requires some travel for demonstrations to enterprise accounts, and attendance at industry tradeshows.
- Must be self managed with excellent phone skills, presentation skills, writing skills, and computer skills. A focus on detail is critical.

### Education Required:

Bachelor's degree or higher

### Who we are:

Practical Data Solutions (PDS) is a rapidly growing, nationally recognized healthcare reporting company-servicing customers coast to coast. PDS provides consulting services to assist healthcare organizations in accessing information required for decision-making. PDS was founded in 1995 and is headquartered in Connecticut.

Our goal is to ensure that healthcare professionals have efficient access to the information they need. Our clients spend their time working with information, rather than working to get information.

Across the United States, PDS has helped clients of all sizes from large academic medical centers and hospitals, clinics and multi-specialty groups, to private practices. We specialize in the following applications: Provider Billing, General Ledger, Laboratory, Electronic Medical Records and Hospital Billing.

For more information about PDS, visit our website at [www.pds-online.com](http://www.pds-online.com)

### What we offer:

- \* A career and not just a job, stability, credibility and a casual work environment
- \* Training / upgrading of skills for personal growth
- \* Opportunities for promotion
- \* Excellent compensation and benefits package

Send your resume with cover letter as to why we should consider you as a candidate to [careers@pds-online.com](mailto:careers@pds-online.com); email only, no calls or faxes please. PDS will only consider serious candidates with the qualifications listed. PDS is an Equal Opportunity Employer.