ROBERT SMITH

Medical Account Manager

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A top-performing Medical Account Manager professional credited with combining sales, marketing and business development expertise to deliver substantial revenue growth in highly competitive business markets. Strong expertise in cold-calling to large organizations as well as leveraging existing networks, and proactively hunting and tactfully closing new accounts. Highly accomplished in consultative selling and ability to build and maintain relationships.

EXPERIENCE

Medical Account Manager
ABC Corporation - 2010 – 2015

- Cultivated loyal relationships while managing multiple accounts including initiation, analysis, monitoring, and evaluating new opportunities for each account.
- Encouraged open lines of communication and regularly contacted existing customers to evaluate partner satisfaction.
- Identified client issues and worked with sales teams to ensure issues were resolved quickly.
- Utilized resources to evaluate new potential clients through SciQuest, VCS, Vendormate, cold calling, phone and email.
- Wrote RFPs, skillfully negotiated new contracts, and renewed existing contracts.
- Managed a business portfolio of $2.5M.
- Grew the qualified pipeline by $1.5M annually.

Medical Account Manager
Delta Corporation - 1998 – 1999

- Manage patients accounts through the process of establishing payment plans, negotiating settlements and billing medical insurance.
- Always provide exceptional customer service while directly communicating with clients.
- Worked with a wide range of individuals from Account Managers to C level executives, Brokers, Third Party Administrators, as .
- Clients had employee group sizes between 230 to 2000 employees with the account sizes of +$250 million.
- The main objective was to determine the potential/current clients medical management needs and create unique packages for the potential/current .
- Outside sales and customer support focused exclusively on medical accounts to position new wireless technologies and business solutions.
- Million Account Base increased revenues by 20% year over year to

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include 25% new account acquisition.

EDUCATION

- GED

SKILLS

Hospital Medical Sales, Account Management, Product Marketing, Industry Networking.