



## **VP- Sales Profile**

### ***Choice Recovery, Inc.***

### ***“Change the Perception of Collections”***

- Choice Recovery is built on a 20 year foundation of proven performance.
- The personal growth and success of each employee is part of Choice Recovery’s vision.
- Employee-run organization. Every guideline and procedure is created by the staff.

#### **The Company**

Licensed nationwide, Choice Recovery provides debt recovery services for over 4,500 healthcare practices, higher education institutions, and commercial companies. In 2013 and 2014, the company received Columbus CEO Magazine’s “*Small Business Top Workplace*” designation and was also nationally recognized by insideARM as a “*Best Place to Work*” in the collections industry.

#### **Position Overview**

The territory sales position is the perfect fit for a financially motivated, goal-driven, and proven performer to sell our services to healthcare practices and commercial companies. New accounts can close quickly as the sales cycle does not require signed contracts or money up front from the client.

#### **Organization Chart**

Each person on the sales team is given a geographically distinct territory and works directly with the company COO.

#### **Performance Objectives**

1. **Setting New Appointments.** Follow up with existing leads / connect with prospective clients in order to set appointments.
2. **Consulting with Existing Clients.** Develop & maintain a solid relationship with clientele.
3. **Time Management.** Must be organized & able to perform in a multi-tasking, fast-paced environment.
4. **Committed to Personal Success.** Must strive to improve sales technique and workflow process.
5. **Results.** Must be able to acquire new clients and meet/exceed standard sales metrics.

#### **Basic Requirements**

Experience in healthcare or the collections industry is not a requirement. Someone with no sales experience must be able to demonstrate they can quickly build relationships, set appointments, and maintain a rapid paced sales environment. Position starts with a salary plus commission.

#### **Benefits Include**

- **“OPEN-40” hour weekly schedule with hours available Monday through Saturday!!**
- Employees are eligible for health, dental, and vision insurance – employer shares in costs.
- A 25% company match on a 401k after 1 year of employment.
- 14 days company paid “Personal Time Off” after 1 year of employment.
- Participation in both **Built To Lead**, an Executive Leadership program, and skills based job training with **Business of People**.