

Position Title: Solutions Consultant

Status: Full-Time

Reports To: Vice President, Sales

FLSA: Exempt

Location: Burbank, CA, United States

COMPANY and POSITION OVERVIEW: Health Data Vision, Inc. (HDVI) is a rapidly growing California based healthcare technology company providing a state of the art medical record retrieval SaaS platform and services to support health plan risk adjustment and HEDIS compliance initiatives. HDVI is backed by Redhills Ventures, LLC and Upfront Ventures, a leading SoCal VC firm. We seek a Solution Consultant responsible for helping HDVI Sales Team and its Executives win new business. Our target customers are health plans/payers within the Medicare Advantage, Managed Medicaid and the Health Insurance Exchanges. The ideal candidate has excellent presentation ability, great follow up skills, pays attention to details, has a competitive spirit and is a Team player.

Responsibilities include:

- Develop an in-depth knowledge of Health Data Visions' solutions and technologies, competitors and industry trends.
- Manage and care of our demonstration environment.
- Deliver compelling presentations, orchestrating demonstrations, proposals and orals that result in new business revenue.
- Managing the technical aspects for Proof of Concepts.
- Develop and nurture relationships to ensure that we have an understanding of a prospects requirements.
- Participation in the preparation of RFI/RFP responses.
- Participation in the preparation of Proposals and SOW's.
- Assist the Marketing Team in the creation of the technical content for our website.
- Represent the company at industry conferences and meetings.

Qualifications:

- 3+ years of experience in a related health care field.
- 5+ years in application and services solutions with Enterprise accounts to Business, Executives, Influencers and Users.
- Experience with medical chart retrieval, coding &, abstractions, risk adjustment and HEDIS hybrid solutions is highly desirable.
- Self-starter that works with minimal supervision and efficiently works under pressure to meet deadlines.
- Formal sales support training is desirable.
- Excellent written, verbal and presentation skills for communicating value propositions.
- BA/BS Degree preferred.
- Willingness to travel as required, 20-25% anticipated.

All qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability or protected veteran status, other protected status, or any other characteristic protected by local, state or federal laws, rules or regulations.