

Job Title: Regional Sales Representative
Company: Kovo - Healthcare Services
Location: (Utah, Wisconsin and Maryland)
Hybrid
Level: L5
Classification: Professional
Compensation: Base \$90,000-\$100,000 annually + commission

Job Description:

Kovo is seeking a motivated and results-driven Regional Sales Representative to expand our client base by selling healthcare revenue cycle and administrative solutions. This hybrid role combines field sales, client meetings, and remote work. This role is ideal for a self-driven sales professional who enjoys building local relationships, generating their own opportunities, and establishing long-term partnerships with healthcare organizations.

Responsibilities:

- Build and manage a regional sales pipeline through self-generated leads, networking, referrals, and local outreach.
- Prospect and generate new business with healthcare providers, clinics, and medical organizations.
- Conduct in-person and virtual sales meetings, presentations, and consultations
- Sell Kovo RCM's services, including billing, insurance claims management, and credentialing
- Manage the full sales cycle from lead generation through contract close
- Build and maintain strong relationships with decision-makers and stakeholders
- Identify client needs and recommend customized service solutions
- Track sales activities, pipeline, and performance using CRM
- Meet or exceed monthly and quarterly sales targets
- Stay informed on healthcare industry trends, reimbursement changes, and competitor offerings
- Collaborate with operations and onboarding teams to ensure smooth client transitions

Qualifications:

- Strong sales experience
- Strong negotiation, presentation, and closing skills
- Ability to travel for client meetings with dependable transportation
- Conduct yourself in a professional manner and be an ambassador of the brand
- Self-motivated with excellent time management skills
- Proficiency with CRM systems as well as Microsoft Office and Google Suite
- Existing relationships within the healthcare industry preferred not required
- Healthcare revenue cycle management experience is preferred not required