



## **Territory Sales Representative VANCOUVER \* TORONTO \* CANADA**

**Job Description** – RevolutionEHR has an immediate opening for a Canadian Territory Sales Representative to sell its flagship product, RevolutionEHR, to eye care professionals.

The Sales Rep will be directly responsible for delivering a targeted quota of new customers and associated revenue for a Canadian territory. More specifically you will be expected to:

- Present RevolutionEHR to prospective customers. The majority of your interaction will be over the phone, via email and web based demos.
- Assess the needs of the eye care practice, assist prospects in evaluating RevolutionEHR software and services; utilize the necessary resources to move prospects to a buying decision.
- Be well versed in the various aspects of an eye care practice/clinic, trends in the eye care industry, and the competitive landscape of the eye care software space.
- Attend local and national tradeshow at which we are exhibiting.
- Manage a pipeline of leads and prospects, providing sales management with monthly and quarterly projections.
- Collaborate with prospect through their exploration process and assist in the sales cycle through implementation and onboarding process to ensure a successful experience.
- Manage an event and marketing budget to uncover and implement additional partnership and lead generation opportunities within your assigned territory.
- Track and report activities and pipeline development through our CRM system.

### **Qualifications**

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- Proven successful sales track record with the responsibility of owning, building and managing a territory
- 5 years sales experience with 2 or more years in the eye care industry required
- Demonstrated EHR or EMR and/or healthcare information technology expertise within product domain. Healthcare IT
- HIPAA requirements knowledge, a plus
- A strong aptitude with software and technology is also desired

## About RevolutionEHR

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RevolutionEHR is a growth stage, cutting-edge software-company providing a cloud based Electronic Health Record and practice management solution for optometry. With over 4500 doctors and 20,000 users on the system, we are servicing customers in all 50 states and Canada. Our application is the leading cloud-based health record solution for eye care.

RevolutionEHR offers a comprehensive total rewards package including competitive compensation programs with base salary and bonus opportunity including a rich benefit of health, welfare, 401k savings and paid time off benefits.

RevolutionEHR embraces a distributed, virtual work environment and you will be required to work out of a home office. As such, you will need to be highly independent, detail-oriented, and self-motivated. The position will require a modest level of travel to customer sites, tradeshow, and company meetings.

Interested parties should send a resume to [hr@revolutionehr.com](mailto:hr@revolutionehr.com)

*Please visit us at [www.revolutionehr.com](http://www.revolutionehr.com)*