



# Medix®

## Join our team!



### Qualifications

- Driven and dedicated to hitting individual and team goals
- Ability to work collaboratively in a team environment
- Service-oriented
- Strong work ethic
- Professional and goal-oriented demeanor



### Benefits

- Competitive salary with uncapped commission
- 401(k)
- Comprehensive medical insurance
- Dental insurance
- Vision assistance
- Paid time off
- Paid holidays off
- Employer financed life, long term and short term disability insurance
- Comprehensive training program
- Promotion opportunities
- Opportunity to participate in community and philanthropic events
- Gym membership reimbursement



## Medix Career Opportunity Sales/Account Manager

Medix's sales force provides workforce solutions to clients representing a variety of industries. We have been ranked as one of the fastest growing companies in the United States by both *Crain's Chicago Business Journal* and *Inc. Magazine*.

Through our sales efforts, we are committed to fulfilling our core purpose as an organization, to positively impact lives. We believe in hiring employees who believe in locking arms with their teammates and providing unsurpassed customer service to our clients. This hard work and dedication will allow us to make this goal a reality.

At Medix, our Sales/Account Management career will give you the opportunity to experience unlimited earning potential. In this role, it will be your responsibility to develop strategic territories by breaking accounts, developing relationships with department managers and directors and providing them with quality personnel.

As a Sales/Account Manager for Medix, you will be responsible for the following:

- Obtain and generate leads through prospecting to assist with setting new meetings with prospective clients
- Build strong networks throughout assigned territory by joining associations, networking groups and using social media
- Plan, develop and execute territory plan for assigned region
- Conduct meetings with new and existing clients to express and discuss Medix's value proposition and to ensure the continuous development of future relationships/partnerships with Medix's clients
- Negotiate contract terms to ensure a win/win outcome for both Medix and client
- Responsible for the development of assigned recruiters to ensure continued growth and success
- Consistently meet and exceed weekly and quarterly quotas (to be established by management team upon employment)

The root of our growth at Medix and our continued success stems from the dedication of our people. We take pride in our company, as well as the employees and clients who make our success possible. Through combined efforts and commitment, Medix will continue to provide the quality service our contract employees and clients expect.

Our employees are the lifeblood of our organization! Please consider an exciting career in Sales/Account Management with Medix!