**Account Specialist Job Posting**

**Locations:** Cincinnati, OH; Chicago, Il; Indiana, St. Louis, MO; Des Moines, IA; Milwaukee, WI; North Dakota; South Dakota

**Introduction**

Life Systems International (LSI) is looking for a Regional Account Specialist to join our growing team. LSI leads the way in providing time-saving cardiopulmonary solutions with an unmatched team of industry advocates. At LSI, we are dedicated to improving lives.

**Overview**

The Account Specialist will work as part of a regional team offering patient monitoring and management systems to hospitals, wellness centers, research facilities, and medical institutions specializing in cardiac and pulmonary rehab. The candidate will be an integral part of the regional team, managed by a Regional Director. The region has a mixture of existing accounts and a healthy pipeline of opportunities in place. Developing and maintaining relationships with both new and existing accounts will be the key to your success.

**Primary Duties**

* Promote LSI products and services to both current and non-LSI customers by creating relationships designed to improve their patient-care process
* Ensure CRM is updated with accurate and timely information about new and existing facilities and contacts
* Create mutually beneficial relationships with LSI customers
* Maintain existing accounts through on-site visits, in-service, and technical support
* Manage the LSI ownership experience, consulting on industry topics and trends
* Implement LSI products at customers’ facilities
* Provide clinical best practices and training to improve the patient-care process
* Consult with customers on workflow and make suggested improvements when warranted
* Remain current on industry trends, AACVPR and CMS guidelines, program certification requirements, and Outcomes and Registry updates
* Ability to contribute to the development of educational materials, website blogs, and whitepapers
* Attend industry events and trade shows

**Required Experience & Qualifications**

* Minimum of 1 – 3 years of cardiopulmonary rehab experience
* Bachelor’s degree required from an accredited college or university in Exercise Physiology
* Experience using patient monitoring equipment or medical device equipment in a clinical setting is a plus
* Regular attendance at industry events, workshops, and symposiums
* Professional certifications preferred (CCRP, RCEP, CES, etc.)
* Proficiency in computer software programs including Word, Excel, Adobe
* Extensive travel required (75%) for customer retention, training, trade shows, symposiums, sales presentations, and account consulting
* Professional membership with either ACSM, AACVPR, or state affiliate
* Self-study and passionate for healthcare and/or IT related topics
* Strong organizational, critical thinking, and problem-solving skills
* Working knowledge of business sales cycles and current trends in healthcare industry a plus
* Excellent communication and customer service skills
* Ability to self-manage and work independently, as well as collaboratively
* Must be able to lift, carry, or move at least 35 pounds
* Must be able to climb ladders to access and install the antenna systems as part of implementation of the LSI System

**Benefits**: Medical, Dental, Vision, 401K, ST & LT Disability.