

New Horizons: Instructor, Cisco CCNA

Must have the following in order to apply:

- No minimum education or experience required
- Experience in routing and switching
- Teaching experience
- CCNA or CCNP and CCSI or ability to obtain one within 90 days of employment

Preferred Skills:

- Additional Industry certifications: CompTIA, Microsoft MCSE, CISSP

Required Screenings:

Will be discussed with applicant.

Job Description:

The Instructor will be helping students to learn the foundations of networking while helping them gain the knowledge they will need to pass the Cisco certification exams for CCENT and CCNA.

Work Environment:

Office.

Hiring Process:

Apply by registering and posting a current, up-to-date resume in Employ Florida.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position; days and hours vary. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

New Horizons: Account Executive

Must have the following in order to apply:

- No minimum education required
- Three (3) years of experience in direct sales, business to business (B2B)
- Experience in technology, training, or adjacent industries
- Experience within a quota driven sales environment
- Experience with SPIN® Selling methodology, Solution Selling, or Target Account Selling
- Verbal and written communication skills
- Computer skills

Preferred Skills:

- Bachelor's Degree

Required Screenings:

Will be discussed with applicant.

Job Description:

The Account Executive will become familiarized with the products and systems during a training

period that lasts about a month. Following this ramp-up time, the Account Executive will be expected to prospect daily, secure new business on a consistent basis, and meet or exceed sales targets. This will require the Account Executive to invest time cultivating relationships with new and existing clients by delivering in-person presentations, making 60-80 calls a day, and following up to ensure clients receive quality service.

Duties and Responsibilities:

- Make 60-80 calls
- Add 3-5 new contacts
- Add 2 new accounts
- Schedule at least two new meetings
- Conduct 1-2 client meetings
- Maintain a multiple of 3-4 times the sales target in pipeline/forecast
- Continue to work active accounts to generate referrals
- Use software to help manage your client relationships
- Will be assigned a leads funnel of new and existing clients that will help you reach your targets
- Performance matrix will track the business you generate, the new contacts you make and the number of clients you contact
- Expected to participate in trade shows, email marketing, online webinars, seminar events and audits
- Familiarity with CRM systems, such as CMS, Goldmine, or Act
- Investigative, problem solving and listening skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Meridian Asset Services: Collateral Review Analyst II

Must have the following in order to apply:

- Bachelor's Degree
- No minimum experience required
- Verbal and written communication skills
- Computer skills; web-based research, Microsoft Office (Excel, Word and Outlook) intermediate, Excel including the use of lookups, pivot tables and basic formulas in manipulating large amounts of data
- Data entry skills
- Customer service skills

- Able to work a flexible schedule and extended hours, including weekends

Preferred Skills:

- Mortgage related document knowledge

Required Screenings:

Will be discussed with applicant.

Job Description:

The Collateral Review Analyst II is responsible for quality control of mortgage collateral documents for Meridian's clients. Analyst is responsible to validate chain of assignments for completeness, research online sources for recorded mortgage documents, identify and order assignments, allonges and other related collateral documents as needed. It also involves special issue research, escalated items review and assistance in training. This position reports to the Collateral Supervisor.

Duties and Responsibilities:

- Manipulate data using intermediate excel skills such as vlookups, pivots, concatenations, comparisons
- Analyze custodial data in order to setup reconciliation templates
- Demonstrate proficiency in 2nd level chain QC and apply the appropriate updates to chains
- Complete reconciliation analysis to generate collateral related tasks
- Apply client specific instructions to collateral task coding
- Compare and reconcile CAM tasks to custodial exceptions
- Complete ad hoc reconciliations upon request
- Ensure modifications of procedures on file are up to date and maintained
- Validate chain of assignments for completeness, order assignments and/or allonges as required
- Assist with performing quality control checks on input data to ensure accuracy
- Review imaged documents, identify and perform data input of relevant document data points of mortgage data for purposes of document creation
- Assist in the creation or modification of quality industry documents according to department standards, following defined procedures
- Submit mortgage related document to county clerk for recording as needed
- Maintain an understanding of CAM functionality and its workflow tools to ensure use.
- Participate in special projects as assigned
- Promote and support team dynamics and professionalism among all staffing levels and throughout the company
- Must read, be familiar, and be compliant with Information Security Manual, as well as additional e-mails, policies, procedures and directives that comprise the overall Information Security policies as they are distributed
- Analytical, confidentiality, judgment, leadership, relationship building, deadline and attention to detail skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Meridian Asset Services: Mortgage Compliance Specialist I

Must have the following in order to apply:

- Bachelor's Degree
- Two (2) years of mortgage regulatory compliance experience
- Computer skills; Microsoft Office (Excel, Word and Outlook)
- Verbal and written communication skills
- Able to work a flexible schedule and extended hours, including weekends

Required Screenings:

Will be discussed with applicant.

Job Description:

The Mortgage Compliance Specialist I is responsible for conducting compliance reviews on client portfolios as part of a full Diligence review. The Mortgage Compliance Specialist I is also responsible for performing data analysis, research and reconciliation of data discrepancies for which they must exercise discretion and independent judgment with matters of significance as it relates to analysis of data. This position reports to the Diligence Project Manager.

Duties and Responsibilities:

- Attention to detail in the review of loan file documentation regarding regulatory compliance laws applicable to residential mortgage loans
- Utilize a database queue and daily production reports to independently organize, track and prioritize assigned work ensuring workflow standards are met within acceptable timelines
- Perform related duties as assigned as well as QC review of others work to ensure standards of quality are met following company policies and procedures
- Responsible for researching and solving loan or task level escalated issues and problems within delegated authority levels
- Assist with special projects, mentoring and training to promote optimal productivity and quality within the team
- Knowledge of federal and state mortgage laws, including but not limited to QM/ATR, TRID, RESPA, Reg Z, HOEPA, and HPML
- Mortgage related document knowledge
- Analytical, confidentiality, relationship building and attention to detail skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Burger 21: General Manager

Must have the following in order to apply:

- High School Diploma or equivalent
- Two to four (2-4) years of General Management experience at an outside, fast casual or casual dining restaurant
- Must be ServSafe Food and Alcohol Safety certified or have the applicable certification for Non-United States locations

Required Screenings:

Will be discussed with applicant.

Job Description:

The General Manager is responsible for implementing and maintaining all operational procedures and programs related to the restaurant's operations. The General Manager will provide leadership and be a role model to all staff; ensuring the best burger experience.

Duties and Responsibilities:

- Conducts new-hire orientations and establishes a strong culture of training and development through cross-training all team members after 60 days
- Working understanding of financial reports, including but not limited to Profit & Loss statements, and is capable of creating action plans to address opportunities identified in financial reports
- Working understanding of cash-control procedures for the restaurant industry
- Understands building sanitation and repair & maintenance and is capable of identifying, communicating and remedying any repair & maintenance, sanitation or safety issue
- Understands food quality and service standards and is capable of training staff on and monitoring compliance with company standards for food preparation and service
- Understands how to monitor FOH and HOH labor costs through evaluation of training, productivity and weekly labor and sales projections, and is capable of adjusting to ensure that all budgetary goals are met
- Write / adjust manager, FOH and HOH schedules that meet service needs within the allotted labor budget and can train the management team to do the same
- Evaluating and developing FOH and HOH team members
- Understands the importance of communication with all team members on a daily basis while in the restaurant
- Maximizing cost controls and sales through training, monitoring, inventory controls
- Detail-oriented and understands how to manage a shift through regular practices such as checklists and routines
- Performing regular food validations that include; two times daily line checks, food safety and temperature checks, tasting profiles, recipe execution and achieving food cost within 1 - 1.5 % of target vs actual goal to ensure quality of kitchen operations
- Communicates with other members of management and with staff
- Implement and execute local marketing initiatives and train other managers to do the same
- Responding to all guest feedback to include social media and train other managers to do the same
- Has an ownership-mentality that will ensure daily execution of operations
- Develop management team in all above areas to a high level of proficiency and results orientation
- Responds to guest feedback and analyzes trends for opportunities
- Completion of The Management Training Program

Work Environment:

Fast Food Restaurant.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Burger 21: Front of the House Manager**Must have the following in order to apply:**

- High School Diploma or equivalent
- Two (2) years of Assistant Manager or Shift Leader experience at an outside, fast casual or casual dining restaurant

Required Screenings:

Will be discussed with applicant.

Job Description:

The Front of the House Manager is responsible for implementing and maintaining all operational procedures and programs related to front of the house and guest-related service operations. The Manager will provide a leadership role model to hourly staff; ensuring the best burger experience.

Duties and Responsibilities:

- Understanding of financial reports, including but not limited to Profit & Loss statements, and is capable of creating action plans to address opportunities identified in financial reports
- Understanding of cash-control procedures for the restaurant industry
- Understands building sanitation and repair & maintenance and is capable of identifying, communicating and remedying any repair & maintenance, sanitation or safety issue
- Understands food quality and service standards and is capable of training staff on and monitoring compliance with company standards for food preparation and service
- Understands how to monitor FOH through evaluation of training, productivity and weekly labor projections, and is capable of writing a productive schedule to ensure that all budgetary goals are met and the ability to adjust as needed
- Evaluating and developing FOH team members
- Maximizing cost controls and sales through training, monitoring, inventory controls
- Is detail-oriented and understands how to manage a shift through regular practices such as checklists and routines
- Is a communicator with other members of management and with staff
- Can implement and execute local marketing initiatives
- Is capable of performing regular food validations that include; two times daily line checks, food safety and temperature checks, tasting profiles, recipe execution and achieving food cost within 1 - 1.5 % of target vs actual goal to ensure quality of kitchen operations

- Responds to guest feedback and analyzes trends for opportunities

Work Environment:

Fast Food Restaurant.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Burger 21: Kitchen Manager

Must have the following in order to apply:

- High School Diploma or equivalent
- Two (2) years of Assistant Kitchen Manager or Kitchen Manager experience at an outside, fast casual or casual dining restaurant

Required Screenings:

Will be discussed with applicant.

Job Description:

The Kitchen Manager is responsible for implementing and maintaining all operational procedures and programs related to heart of the house (kitchen) and food-related operations. The Kitchen Manager will provide a leadership role model to hourly staff; ensuring the best burger experience.

Duties and Responsibilities:

- Understanding of financial reports, including but not limited to Profit & Loss statements, and is capable of creating action plans to address opportunities identified in financial reports
- Understands food quality and preparation standards and is capable of training staff on and monitoring compliance with company standards for food preparation and kitchen operations
- Performing regular food validations and recipe adherence that includes; two times daily line checks, food safety and temperature checks, tasting profiles, recipe execution and achieving food cost within 1 - 1.5 % of target vs actual goal to ensure quality of restaurant operations
- Understands building sanitation and repair & maintenance and is capable of identifying, communicating and remedying any repair & maintenance, sanitation or safety issue
- Understands how to monitor HOH labor costs through evaluation of training, productivity and weekly labor projections, and is capable of adjusting to ensure that all budgetary goals are met
- Capable and can demonstrate how to write and adjust productive schedules to meet service needs within the projected sales and labor budgets
- Has a working understanding of cash-control procedures for the restaurant industry
- Evaluating and developing HOH team members
- Maximizing food inventory, ordering and receiving cost controls through training, monitoring, inventory controls and POS
- Is a communicator with other members of management and with staff

- Can implement and execute local marketing initiatives
- Is detail-oriented and understands how to manage a shift through regular practices such as checklists and routines
- Has an ownership-mentality that ensures daily execution of operations
- Conducts two daily food reviews, recognizes and coaches HOH team on recipe execution and perfect food
- Adheres to all recipes and specs outlined in our digital kitchen solution, Fusion Prep to include Operational Updates and Weekly and Monthly Communications and/or direction from Operational Support Team as needed
- Responds to guest feedback and analyzes trends for opportunities

Work Environment:

Fast Food Restaurant.

Hiring Process:

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

RCM Enterprise Services: Coding Coordinator Level 3

Must have the following in order to apply:

- Associate's Degree in HIT, Health Administration, Business
- Five to seven (5-7) years of experience
- Three to five (3-5) years of supervisory experience
- Experience in medical terminology, medical billing and collection practices
- Experience in filing claim appeals with insurance companies to ensure maximum entitled reimbursement
- Medical Billing & Coding Certification
- Coding experience with working knowledge of CMS risk adjustment model
- Verbal and written communication skills

Preferred Skills:

- Bachelor's Degree
- Nationally Certified Medical Billing & Coding
- Experience in customer service related to billing issues

Required Screenings:

Will be discussed with applicant.

Job Description:

The Coding Coordinator Level 3 is to code, abstract, analyze and obtain documentation for healthcare claims. Utilize specialized medical classification tools to obtain reimbursement for claims and assign diagnosis codes for insurance billing. Review claims data to ensure that assigned codes meet required legal, regulatory and insurance rules and that required signatures and authorizations

are in place prior to submission. The Coding Coordinator Level 3 will be responsible for assisting the Medical Billing & Coding Team Lead with mentoring and coaching of the Level 1 and Level 2 team members. In the absence of the Medical Billing & Coding Team Lead, the Level 3 may be responsible for the oversight of the team.

Duties and Responsibilities:

- Prepare and submit clean claims to various insurance companies either electronically or by paper with a goal of zero errors
- Codes, abstracts and analyzes and obtains documentation in accordance with CMS
- Responsible for applying ICD-10 codes to narrative diagnoses present on orders
- Responsible to validate and approve Coding Coordinator Level 1 coding of narrative diagnosis
- Follows the Official ICD-10 guidelines for Coding and Reporting and has complete understanding of these guidelines
- Has a complete understanding of CMS risk adjustment guidelines and impact of ICD-10 coding and follows the risk adjustment model
- Interpret EOB's (explanation of benefits) and perform actions based on EOB
- Meets regularly with the Medical Billing Coordinator Level 3 to identify inconsistencies, trends and patterns for process improvement purposes; report back to the Medical Billing & Coding Team Lead and Medical Billing Manager with any critical items
- Obtain and update patient demographic information
- Answer questions from patients, clerical staff and insurance companies
- Identify and resolve patient and client billing complaints
- Act as a mentor and coach to enhance future career growth opportunities within the team and billing department
- Responsible for ensuring the Coding team has completed all required training and reports team progress to the Medical Billing Coding Team Lead
- Participates in educational activities and attends monthly staff meetings
- Conducts self in accordance with employee manual
- Maintains confidentiality, adheres to all HIPAA guidelines/regulations
- Will work individually or as part of a team
- Knowledge of medical terminology, abbreviations, disease, illness and injury process
- Confidentiality, organizational, attention to detail and multi-tasking skills will be used
- Performs other duties as requested

Work Environment:

Office.

Hiring Process:

Submit resume via email.

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

RCM Enterprise Services: Denial Management Team Lead

Must have the following in order to apply:

- Associate's Degree in HIT, Health Administration, Business
- Three to five (3-5) years of experience
- Verbal and written communication skills
- Computer skills
- Ability to operate a multi-line telephone
- Ability to read, understand and follow oral and written instructions

Preferred Skills:

- Bachelor's Degree
- Nationally Certified Medical Biller & Coder
- One to three (1-3) years of supervisory experience

Required Screenings:

Will be discussed with applicant.

Job Description:

The Denial Management Team Lead is responsible for the supervision of the Denial Management team who handles denied, rejected and aged claims. Monitors and tracks the productivity of the denied, rejected and aged claims worked. Reports weekly payor related denial or rejections trends and patterns to the Denial & Patient Accounts Manager. Reports weekly status updates on the performance of the Denial Management Team to the Denial & Patient Account Manager. The Denial Management Team Lead will also ensure that any data added to update the system by a Level 1, 2 or 3 is accurate, complete and compliant. Reports any potential compliance risks to the Denial & Patient Accounts Manager.

Duties and Responsibilities:

- Answers question from patients, co-workers and insurance companies for high complexity related claims
- Works with Denial Management Level 1, Level 2 and Level 3 to ensure patient demographic information is obtained and updated
- Follow-up on e-mail, fax and correspondence received from payor, patient and clients to validate resolution has been achieved
- Review, sort and distribute monthly workload for aged revenue
- Understanding of an explanation of benefits (EOB)
- Knowledge of CPT, ICD-10 and HCPCS coding standards
- Relationship building, attention to detail and organizational skills will be used

Rejections:

- Perform daily review of rejections queues to verify that claims are worked timely
- Audit documentation on the rejected claims for documentation
- Audit documentation to validate that the claim was resolved based on the rejection (clean claim)
- Identify trends and patterns of rejected claims and suggest possible system correction to the Denial & Patient Accounts Manager and/or Operations Manager

Denials:

- Performs daily review of denial queues to verify that the claims are worked timely
- Audit documentation on the denied claims for documentation
- Audit documentation to validate that the claim was resolved based on the denial
- Identify trends and patterns of denied claims and suggest possible system corrections to the Denial & Patient Account Manager

Aged Revenue:

- Report monthly claims status to the Denial & Patient Accounts Manager
- Validate identified trends and patterns of aged claims provided by the Level 3
- Summarize by client and provide monthly report to the Denial & Patient Accounts Manager
- Ensuring any escalated, complex adjustment by the level 3 team members have been resolved by the end of the week in a compliant manner

Team Lead Functions:

- Act as a mentor and coach to enhance future career growth opportunities within the team and Denial Management & Patient Accounts Department
- Responsible for ensuring the Denial Management team has completed all required training and reports team progress to the Denial & Patient Account Manager

Other:

- Participates in education activities and attends monthly staff meetings
- Conducts self in accordance with employee manual
- Maintains

Work Environment:

Office.

Hiring Process:

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

RCM Enterprise Services: Financial Accounts Manager

Must have the following in order to apply:

- Vocational School Certificate
- No minimum experience required
- Medical billing and coding experience
- Supervisory and/or management experience
- Auditing experience
- Nationally certified Medical Biller & Coder
- Verbal and written communication skills
- Must follow written and/or verbal instructions
- Computer skills; Windows, Microsoft Office

Preferred Skills:

- Associate's or Bachelor's Degree
- Experience at handling customer issues related to billing, service or managing customer service issues
- Supervisory experience in a medical billing setting

Required Screenings:

Will be discussed with applicant.

Job Description:

The Financial Accounts Manager will be responsible for the supervision of the Account Reconciliation, Insurance & Client Billing and Patient Financials teams. Coordinates full-cycle audits of the Financial Accounts Department. Develops and maintains documentation for process improvement, data element reporting of variances and outcomes. Assist with the day-to-day oversight of the Reconciliation, Insurance, Client & Patient Payment Posting as well as Collections functions within the Financial Accounts Department, employee training and supervision. This position will report to the Operations Manager.

Duties and Responsibilities:

- Gathers information from clients, staff and management on re-occurring requests for service or changes in functionality for inclusion in auditing
- Performs Client Relations Management
- Knowledge of ICD-10 and CPT coding
- Knowledge of auditing standards, procedures, laws, rules and regulations
- Knowledge and skill set to process billing and insurance claims
- Relationship building, attention to detail, analytical, organizational, interpersonal, time management and problem solving skills will be used

Auditing Functions:

- Performs and controls the full cycle audits including risk management and control management over operations effectiveness, financial reliability and compliance will applicable directives and regulations
- Determines internal audit scope and develop annual plans, in conjunction with the Operation Manager
- Prepares and presents reports that reflect audit's results and documented processes
- Conducts follow-up audits to monitor remedial actions and process improvements
- Obtains, analyzes and evaluates the revenue cycle, documentation, previous reports, data, flowcharts, etc.
- Identifies variances, gaps and process breakdown and recommend risk aversion measures and cost savings

Managerial Functions:

- Responsible for training and educating new and existing employees on rules, regulations, policies and best practices
- Act as a team leader for projects and groups, creating an environment and improving workflow
- Has the authority to direct and support employees daily work activities; has the direct responsibility to undertake the following employment actions: interviewing, performance reviews and recommends corrective actions
- Reports directly to the Operation Manager and responsible for overseeing the day-to-day functions of the assigned team
- Will learn and perform all functions of the Billing Department
- Responsible for implementing streamlined policies and procedures, department-wide
- Makes decisions and recommendations on issues affecting the group and department
- Attends meetings and client conference calls as needed
- Maintains confidentiality, adheres to all HIPAA guidelines/regulations
- Complies with all approved procedures, directives and guidelines
- Will teach others in ICD-10 and CPT coding
- Performs other duties as assigned

Work Environment:

Office.

Hiring Process:

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

RCM Enterprise Services: Medical Billing & Coding Team Lead

Must have the following in order to apply:

- Vocational School Certificate
- Three to five (3-5) years of medical billing experience
- One to three (1-3) years of supervisory experience
- Nationally certified Medical Biller & Coder
- Computer skills
- Ability to operate a multi-line telephone system
- Telephone skills required
- Verbal and written communication skills
- Must follow written and/or verbal instructions

Preferred Skills:

- Associate's or Bachelor's Degree in HIT, Health Administration, Business, etc.

Required Screenings:

Will be discussed with applicant.

Job Description:

The Medical Billing & Coding Team Lead is responsible for the supervision of the Medical Billing & Coding team who handles invoices that have not billed based on payor requirements and review claims data to ensure that assigned codes meet required legal, regulatory and insurance rules and the required signatures and authorizations are in place prior to submission. Monitors and tracks the productivity of the medical billing and coding teams. Reports weekly payor related billing and coding trends and patterns to the Medical Billing Manager. Reports weekly status updates on the performance of the Medical Billing & Coding teams to the Medical Billing Manager. The Medical Billing & Coding Team Lead will also ensure that any data added or updated to the system by a Level 1, 2 or 3 is accurate, complete and compliant. Reports any potential compliance risks to the Medical Billing and Operations Managers immediately.

Duties and Responsibilities:

- Answers questions from patients, co-workers and insurance companies for complex claims
- Works with Medical Billing and Coding Coordinator Level 1, 2 and 3 to ensure patient demographic information is obtained and updated
- Follow-up on email, fax and correspondence received from payor and client to validate resolution has been achieved
- Review, sort and distribute monthly workload for medical billing and coding
- Understanding of an explanation of benefits (EOB)
- Knowledge of CPT, ICD-10 and HCPCS coding standards
- Relationship building, attention to detail and organizational skills will be used

Edits/Errors:

- Performs daily review of edits/error queues and reports to verify that claims are worked
- Audit documentation on the resolved claims for documentation
- Audit documentation to validate that the claim was resolved based on the edit/error (clean claim)
- Identify trends and patterns of claims in error status and suggest possible system corrections to the Medical Billing and Operations Managers

Coding:

- Performs daily review of coding queues and reports to verify that claims are worked
- Audit Documentation on the coded claims for documentation
- Audit documentation to validate that the claim was resolved based on the code selection/order provided
- Identify trends and patterns of missing/invalid diagnosis provided on claims and suggest possible system corrections to the Medical Billing and Operations Managers

Team Lead Functions;

- Act as a mentor and coach to enhance future career growth opportunities within the Medical Billing & Coding Department
- Responsible for ensuring the Medical Billing & Coding teams have completed all required training and reports team progress to the Medical Billing Manager

Other:

- Participates in education activities and attends monthly staff meetings
- Conducts self in accordance with employee manual
- Maintains confidentiality; adheres to all HIPPA guidelines/regulations

Work Environment:

Office.

Hiring Process:

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

TherxServices: Account Manager

Must have the following in order to apply:

- Associate's Degree
- No minimum experience required
- Customer service skills
- Sales skills

Preferred Skills:

- Bachelor's Degree
- One (1) year of experience

Required Screenings:

Will be discussed with applicant.

Job Description:

The Account Manager is responsible for creating contract and full-time placement opportunities through the direct solicitation of existing and prospective clients in alignment with company policies and quality of service. The Account Manager drives the process from lead generation, relationship building, closing of sale, assuring account quality care and service. Serve as team lead over the designated recruitment staff to include scheduler if applicable. Maintains, directs and drives goals of team.

Duties and Responsibilities:

- Develops and maintains relationships with facilities including, but not limited to, SNF, LTC, ALF, ILF, CCRC, Hospitals, Outpatient facilities or other areas for healthcare clinicians
- Generate placement opportunities for existing and new candidates through telephonic communication, e-mail and social media formats
- Solicit and sign new clients to staffing contracts; identify, maintain and implement through understanding of client expectations; update current client's workflow's
- Present open needs to recruiters and schedulers; manage delivery/communication of these orders; facilitate business communication skills to identify and deliver on expectations; assure database booking process is completed
- Manage all meetings of reporting staff, keep staff on task and organize team efforts; motivate and report team progress to management weekly; assure delivery of each member's goals weekly; identify, remediate and solve performance issues within the team
- Anticipate and resolve potential problems at client facilities
- Build, maintain and report all daily activity of team members through database
- Interpersonal, confidentiality and assertive skills will be used
- Other duties may be assigned

Weekly Goals:

- Responsible for lead generation at levels high enough for recruit and scheduling staff to meet and exceed their placed contract goals
- Three new client contracts signed per week
- One MSP per quarter

Weekly Activities:

- 150 existing client phone calls
- 300 new client sales calls
- 15 new contracts sent
- Consistent use of scheduled power hours
- Manage recruiter goals to deliver results
- Manage job orders and matched jobs to exclusion orders
- Maintain database to ensure all staff goals can be tracked

Work Environment:

Office.

Hiring Process:

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Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Enterprise Rent a Car: Sales Management Trainee

Must have the following in order to apply:

- Bachelor's Degree
- One (1) year of leadership experience in one or more of the following:
 - Sales
 - Customer Service (i.e. retail, restaurant)
 - Management/Supervisory Experience in a sales or service industry
 - Organizational/leadership involvement (i.e. Academic Organizations/Clubs)
 - Military Involvement
 - Community Social Involvement
 - Professional/Student Athletics
- Valid driver's license

Required Screenings:

Will be discussed with applicant.

Job Description:

The Management Trainee will be based out of one of the neighborhood branches. The Management Trainee will be entrusted to serve as both the face of the company to customers and partners and the behind-the-scenes operational expert. In the structured program, the Management Trainee will master the knowledge and skills needed to eventually run your own branch, cultivate new business and develop your team.

Duties and Responsibilities:

- Will receive guidance, mentoring, and support you need
- Get out into the community and establish the relationships
- Customer service, sales & marketing, finance, and operations training
- Learn what it means to put customers first

Work Environment:

Outdoors/Indoors.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

\$41,000.00 to \$43,000.00 per year; depends on experience.

Brookdale Senior Living: Registered Nurse (RN)

Must have the following in order to apply:

- Associate's Degree in Nursing
- One (1) year of nursing experience including long-term care experience
- Current registered nurse in the state of Florida
- Able to work a flexible schedule and extended hours, including evenings, weekends and holidays

Required Screenings:

Will be discussed with applicant.

Job Description:

Duties and Responsibilities:

- Implement and coordinate the delivery of care in collaboration with physician and resource health care personnel
- Utilize the nursing process (assessment, planning, implementation, and evaluation) in applying nursing knowledge
- Document all pertinent information regarding nursing care, care plans and observations
- Maintain a working knowledge of facility infection control procedures
- Provide functional direction and assistance to LPN's and CNA's, and complete new staff orientation as assigned
- Make rounds on a timely basis to ensure continuity of care

Work Environment:

Assisted Living Facility.

Hiring Process:

Apply by registering and posting a current, up-to-date resume in Employ Florida Marketplace or submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position; hours vary. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Brookdale Senior Living: Licensed Practical Nurse

Must have the following in order to apply:

- Vocational School Certificate
- One (1) year of nursing experience
- Current Florida Licensed Practical Nursing (LPN)
- Able to work a flexible schedule and extended hours, including evenings, weekends and holidays

Preferred Skills:

- Current CPR and first aid certifications

Required Screenings:

Drug Free Workplace.

Job Description:

Duties and Responsibilities:

- Provide direct care to residents, while promoting the highest level of functioning, as directed by management
- Monitor residents as needed, including resident responses to treatment and care plans
- Supervise and direct nursing assistants as needed
- Promote quality services within community standards, state and federal regulations
- Document necessary information regarding nursing care, care plans and observation of residents' overall conditions

Work Environment:

Medical facility.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

Brookdale Senior Living: Sales Counselor

Must have the following in order to apply:

- Associate's Degree
- Five (5) years of experience in real estate or health care
- Written and verbal communication skills
- Computer skills; Microsoft Office
- Typing skills

Preferred Skills:

- Bachelor's Degree in marketing or business
- Experience with promotions, public relations or admissions

Required Screenings:

Drug Free Workplace.

Job Description:

The Sales Counselor will be a first point of contact with potential residents and represent our community. Under limited supervision of our Sales and Marketing Director the Sales Counselor will handle walk-ins and call-ins, identify leads and help us grow occupancy.

Duties and Responsibilities:

- Coordinate all external marketing, public relations and community outreach programs

- Utilize software systems to identify and contact leads, as well as develop a growing base of referral sources to achieve community occupancy goals
- Represent the community to referral sources and prospective residents, and explain the benefits of residing at our community
- Knowledge of local market trends and competitors to assist in development of sales and marketing strategies and action plans
- Multi-tasking skills will be used

Work Environment:

Medical facility.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

Brookdale Senior Living: Activity Director

Must have the following in order to apply:

- Bachelor's Degree in recreation, health education or related field
- One (1) year of direct programming experience
- Basic typing skills
- Computer skills; Microsoft Windows
- Able to work a flexible schedule and extended hours, including evenings, weekends and holidays

Required Screenings:

Drug Free Workplace.

Job Description:

Duties and Responsibilities:

- Plan, develop and implement creative and exciting resident programs to meet the individual needs and interests of the residents within the community
- Participate in the review of individual residents' service plans and regularly documents progress
- Negotiate and manage community contracts in significant matters such as staffing, contract labor, vendors and entertainers
- Develop, motivate, and supervise department staff in accordance with all company policies, procedures, and core values
- Coordinate the transportation of residents to and from events outside of the community, which may include driving a community motor vehicle

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

Brookdale Senior Living: Private Duty Agency Manager**Must have the following in order to apply:**

- Bachelor's Degree
- One (1) year of supervisory or management experience
- Current Florida Registered Nurse licensure
- Verbal and written communication skills
- Computer skills; Microsoft Office Suite (Word and Outlook)

Required Screenings:

Drug Free Workplace.

Job Description:

Duties and Responsibilities:

- Manage the personalized living function within a community
- Provide direct management of all Personalized Living staff; to include coaching, counseling, disciplining and completing performance evaluations
- Work with residents and families to develop plan of care to meet the needs for the resident
- Coordinate alternative resources for associates and families
- Coordinate orientation for all new Personalized Living associates
- Organizational, time management and documentation skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

HEPACO, LLC: Project Manager

Must have the following in order to apply:

- Bachelor's Degree
- Five (5) years of progressively responsible management experience in assigned or related field
- Verbal and written communication skills
- Computer skills; Microsoft Office Suite
- Must be able to obtain Transportation Worker Identification Credential (TWIC)
- Ability to lift up to 50 pounds

Required Screenings:

Will be discussed with applicant.

Job Description:

The Project Manager is responsible for providing the full range of management, leadership, and supervision required for the successful acquisition, performance, and completion of projects.

Duties and Responsibilities:

- Performs all aspects of project management duties including, but not limited to contract management, quality control, project supervision, accounting, health & safety and resource management
- Responsible for managing all phases of proposal preparation/submission and thoroughly reviewing contracts and negotiated changes prior to contract execution to assure awareness of contents and requirements and ability to perform work
- Participate fully in marketing efforts in establishing new accounts, servicing existing accounts, and procuring new business opportunities
- Ensure that items for field use are purchased in accordance with established procurement regulations and are within budgetary limits
- Personnel management of assigned department to include recruiting, job assignments, performance appraisals, disciplinary actions, etc.
- Responsible for assuring that all company-owned vehicles and equipment operate properly and safety and that required periodic maintenance and repairs are accomplished
- Ensure that project cost reporting, revenue reporting, and other financial data are accurate and submitted timely
- Responsible for contacting client to arrange payment on past due accounts
- 8-hour safety orientation, 40-hour HAZWOPER training
- Deadline skills will be used
- Performs other duties as assigned or required

Work Environment:

Combination of office and field environments.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

HEPACO, LLC: Project Supervisor**Must have the following in order to apply:**

- High School Diploma or equivalent
- No minimum experience required
- Must follow written and/or verbal instructions
- Verbal and written communication skills
- Must be able to obtain Transportation Worker Identification Credential (TWIC)
- Ability to lift or move up to 100 pounds
- Able to work a flexible schedule and extended hours, including weekends
- Ability to travel

Required Screenings:

Pre-employment and annual physical examination.

Job Description:

Responsible for supervising and performing a full range of task required for industrial service operations to include but not limited to, tank cleaning, pipeline maintenance, manual remediation services, waste bulking, and/or demolition services, in accordance with established company policies and procedures.

Duties and Responsibilities:

- Monitor and enforce compliance with DOT, OSHA, company safety rules, regulations, guidelines, policies, and site specific safety plans when performing cleanup activities and donning protective gear
- Establish specified decontamination stations, ensure proper levels of person protection and conduct site safety meetings prior to beginning daily operations and notify management of any issues or concerns
- Manage all phases of assigned on-site projects including resource scheduling and supervision, communicating with the client, leading and instructing subordinates
- Perform a variety of project related administrative and accounting task, in addition to maintaining the daily activities log book, ensuring that all activity is properly documented
- Coordinate purchases with management as required
- Load and unload equipment from vehicles, trailers and watercraft
- Operate heavy equipment and routinely use tools/equipment to include, but not limited to steam cleaners, water lasers, cascade systems, chemical mixers, generators, air saws, drills, grinders, cutting torches, etc. for cleanup operations
- Ensure that all equipment is maintained, repaired and in maximum operating condition
- Perform physical labor associated with cleanup activities, sample collection, waste removal and other remediation services
- Warehouse maintenance, stock supplies, building maintenance
- Complete required paperwork, forms and records as required
- Train Environmental Technicians on Company operating and safety procedures
- Knowledge of operations and ability to safely operate assigned equipment
- 8-hour safety orientation, 40-hour HAZWOPER training
- Performs other duties as assigned or required

Work Environment:

Warehouse. Will work outside and in inclement weather conditions, including heat, cold, and humidity. May be exposed to fumes or airborne particles, toxic or caustic chemicals and vibration. Will wear Personal Protective Equipment as required by established Company Safety standards, including the occasional use of a respirator. Will enter into and work in confined and dark spaces, as well as in small boats, and at heights in excess of 18 feet for prolonged periods of time.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

HEPACO, LLC: Regional Manager

Must have the following in order to apply:

- Bachelor's Degree
- Two (2) years of progressively responsible management experience; or any equivalent combination of training, education and experience
- Verbal and written communication skills
- Computer skills; Microsoft Office Suite
- Ability to lift up to 100 pounds
- Ability to travel

Required Screenings:

Pre-employment and annual physical examination

Job Description:

The Regional Manager is responsible for providing the full range of management, leadership, and supervision required for the acquisition, performance, and completion of projects for assigned region.

Duties and Responsibilities:

- Performs all aspects of project management duties including, but not limited to contract management, quality control, project accounting, health & safety, budget and resource management
- Responsible for managing all phases of proposal preparation/submission and reviewing contracts and negotiated changes prior to contract execution to assure awareness of contents and requirements and ability to perform work
- Participate fully in marketing efforts in establishing new accounts, servicing existing accounts, and procuring new business opportunities
- Ensure that items for field use are purchased in accordance with established procurement regulations and are within budgetary limits
- Ensure that project cost reporting, revenue reporting, and other financial data are submitted
- Will work with minimal supervision
- Deadline skills will be used

- Performs other duties as assigned or required

Work Environment:

Office and on-site project locations. The work environment at a potential or actual project location is usually dirty, dusty, noisy, contains hazardous/or potentially hazardous substances or materials and is subject to inclement or extreme weather conditions. Will be sitting, standing, walking, running, climbing, squatting, and kneeling.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Katpro Technologies: Jr. Developer

Must have the following in order to apply:

- Bachelor's Degree
- Minimum of five plus (5+) years of experience designing, testing and implementing Java-based web applications
- Expert on Java EE technologies (specifically Facelets, JSP/JSF, JDBC, JPA, JAXB, JAXP, JAX-WS, Java EE filters)
- Must have experience working with implementing standard best practices (e.g. secure programming, Java patterns, and TDD)
- Experience with JavaScript, Angular frameworks
- Experience with Microservices, Spring Framework, MQSeries is a must
- Experience with Oracle Fusion Middleware, 12c
- Experience with JIRA, Oracle RDBMS, WebLogic (12c), & web services
- Experience with Hibernate and Spring

Required Screenings:

Drug Testing/Screening (Pre-Employment) and Background Checks (Local/State/Federal/3 Year History Check). Drug Free Workplace.

Job Description:

Duties and Responsibilities:

- Translates application storyboards, use cases and web-page concept designs into functional, dynamic web applications
- Provides estimates of level of work effort and time for completion
- Develops and unit tests complex application web components
- Develops complex application business logic using Java
- Designs and codes, and integrates application business layer with external application components
- Creates or updates system documentation
- Creates a System Test Plan / Scenarios for any sized project

Work Environment:

Will be discussed with applicant.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position; Shift and hours will vary. Complete work schedule will be discussed with applicant.

Pay:

\$30.00 to \$35.00 per hour, depends on experience. Benefits are offered.

Achieva Federal Credit Union: Systems Administrator I

Must have the following in order to apply:

- Bachelor's Degree
- One to two (1-2) years of experience with Microsoft Exchange, Microsoft Server including DFS, DHCP, DNS, File/Print, GPO, IIS, SQL and WSUS
- One to two (1-2) years of network administration experience
- Experience with SIEM and log management software
- Experience with VMware vSphere/ESX environments
- Ability to travel
- Verbal and written communication skills
- Computer skills, Microsoft (Word, Excel, PowerPoint)

Preferred Skills:

- Experience with Enterprise SAN, Backup and Recovery (Microsoft Azure), Scripting, Unified Communications and VMware Virtual Desktop Infrastructure
- Microsoft MCSE/MCITP, Cisco CCNA/CCNP and VMware VCP license/certification

Required Screenings:

Will be discussed with applicant.

Job Description:

Administer, monitor and maintain both network and server infrastructure. The network hardware consists of, but is not limited to: Virtual Servers, Virtual Desktops, Laptops, ATM, SAN, Unified Communication, Switches and Routers on a 500+ node network.

Duties and Responsibilities:

- Support a local and wide-area network
- General systems administration and support
- Perform regular monitoring, verifying integrity and availability of hardware, server resources and systems including review of system and application logs
- Daily maintenance and problem resolution, operating system patches and software upgrades and routine hardware configuration
- Support data/media recoverability through system backups, replication and database archive operations
- Network monitoring unauthorized for access and security breaches using standards applications

- Creates and executes project work plans and revises as appropriate to meet changing needs and requirements
- General SQL knowledge
- In partnership with the Digital Experience Team ensures SQL databases are designed to ensure recoverability
- Research and evaluate new tools that enhance operation of the network
- Identifies, diagnoses and resolves network problems
- Analyze and recommend solutions, upgrades and services for streamlining and process improvements
- Support and maintain the technical aspects of 3rd party applications such as server installations and upgrades
- Provides customer support
- Learn new technologies and maintain industry knowledge
- Familiarity with the installation and support of telecommunications circuits
- Provide support to business operations
- Investigate, analyze and troubleshoot issues for resolution
- Coordinate and communicate with impacted parties
- Perform regular backup operation maintenance and monitoring, ensuring all system and configuration data is backed up to the appropriate media, tapes, etc.
- Ensure that all media is sent offsite and/or recycled as necessary
- Assist in preparation of proposals and solution presentations
- Responsible for upholding all credit union standards
- Reports to IT Manager
- Annual training
- Will work with minimal supervision
- Interpersonal, multi-tasking, listening and analytical skills will be used
- Perform other job functions as required or assigned

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position; On-call rotation 24/7. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Achieva Federal Credit Union: Application Developer

Must have the following in order to apply:

- Bachelor's Degree
- Three to five (3-5) years of experience Programming using ASP.Net, MVC, C#
- One to two (1-2) years of experience of DBA and SQL
- Three to five (3-5) years of System Administration experience

- .Net Application development experience
- Ability to travel
- Computer skills; Microsoft Suite
- Microsoft SQL DBA certification
- Verbal and written communication skills

Required Screenings:

Will be discussed with applicant.

Job Description:

The Application Developer will work on client, internal and web applications while promoting the strategy of the organization and all business units with a focus on member experience. The Application Developer will analyze business problems and translate them into technology solutions.

Duties and Responsibilities:

- Writes code and scripts that provide desired functionality to system solutions, products, programs
- Demonstrate a balanced mix of both business and technical skills and will participate in the technical aspects of projects
- Knowledge of development platforms, languages and technologies
- Design and develop web, data and middle tier architecture
- Develops solutions that are beginning to intermediate complexity
- Develops, codes, tests, debugs and documents application systems to achieve to business objectives
- Work may involve system that are new, replacements or significant modifications of existing applications
- Designs Frameworks that promote concepts of isolation, extensibility and extendibility
- Proposes solutions that satisfy performance requirements; ensures test strategy validates performance requirements; tunes application performance issues
- Recommends and promotes technical solutions that are consistent with corporate standards and meet business needs
- Agile software development in a team environment
- Design and develop operational and reporting SQL Server database systems utilizing data modeling and ETL concepts
- Knowledge of modern software development methods, design and best practices
- Own the product lifecycle from cradle to release and continuous improvement
- Develop Windows services, applications and web applications
- Maintains professional and technical knowledge by through continuing education; reviewing professional publications; establishing personal networks; participating in professional societies and industry groups
- Responsible for upholding all credit union standards
- Annual training
- Will work independently and within a team
- Listening, analytical, multi-tasking and interpersonal skills will be used
- Performs other job functions as required or assigned

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. On rotation 24/7. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience.

Greenway Health: Small Practice Sales Executive

Must have the following in order to apply:

- Bachelor's Degree
- Two to four (2-4) years of experience
- One to three (1-3) years of sales experience (may include inside sales, tele-sales, etc.)
- Working knowledge of CRM, preferably Salesforce
- Verbal and written communication skills

Required Screenings:

Will be discussed with applicant.

Job Description:

The Small Practice Sales Executive will be selling solutions to medical practices with 1-4 doctors by conducting needs analysis and addressing critical business issues. The Small Practice Sales Executive will not only be building relationships with each potential client, but will also be creating and maintaining a pipeline of prospects. The Small Practice Sales Executive will have an assigned quota and will be responsible for a comprehensive, full-cycle, sales process including: lead generation, discovery, driving solution demonstrations, negotiations, and closings.

Duties and Responsibilities:

- Cold Calling and make contacts to drive sales
- Leverage internal resources to generate new leads: channel partners, marketing, and both inside/field sales counterparts
- Manage a full-cycle sale process, including prospecting, selling, and closing
- Maintain a sales pipeline using Salesforce
- Engage with internal resources to conduct product demonstrations via GoToMeeting to prospects
- Learn product lines and the industry
- Produce forecasts to achieve monthly, quarterly, and annual quota
- Leverage the contracting process to negotiate and close deals
- Understand a full-cycle sales process
- Team oriented, presentation, organizational and time management skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

Greenway Health: Channel Partnerships Manager

Must have the following in order to apply:

- Bachelor's Degree
- Five to seven (5-7) years of experience managing VAR relationships
- Experience meeting and exceeding a monthly sales quota
- Verbal and written communication skills

Preferred Skills:

- HIT experience

Required Screenings:

Will be discussed with applicant.

Job Description:

Responsible for overall management of the Channel Partner program. Drives revenue by identifying, developing, and supporting partners, monitoring results, and increasing sales. Primary contact for the partner to coordinate, create and execute business.

Duties and Responsibilities:

- Create and execute strategic partner plans that align with overall corporate business plans
- Assist partners in achieving bookings targets
- Nurture partner relationships to generate loyalty and growth
- Create, manage & drive all operational requirements to enable partners
- Remove obstacles (organization/systems/process, etc.) that inhibit growth
- Ensure partners have access to education, marketing, product, and support materials and maintain open communications between Greenway and partner community
- Continually seek out and cultivate new VAR relationships
- Execute partner agreements
- Will work independently and within a team
- Analytical, collaborative, influencing, problem solving and presentation skills will be used

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.

Greenway Health: Principal Software Engineer

Must have the following in order to apply:

- Bachelor's Degree in Computer Science, a related field or equivalent work experience
- Ten (10) years of experience developing software applications
- Ability to train others on general programming concepts and specific technologies
- Verbal and written communication skills
- Ability to track software issues to successful resolution
- Ability to learn new development language quickly and apply that knowledge
- Computer skills; Microsoft Windows operating system functionality, Microsoft Office
- Must have at least one technology and/or language and proficient in multiple technologies and languages, including: Single-Page Applications, Angular (v4.4.0), AJAX, RESTful API development, Microservices, Startup mentality, Test Driven Development (TDD), Amazon Web Services (AWS), JavaScript, TypeScript, Docker, Customer-facing product development, Ionic Framework, Electron, HTML5, CSS, SQL, NoSQL, PostgreSQL, JSON, XML, MongoDB, ASP.NET, C#, .Net 4.5, .Net Core 2.0, Entity Data Model/LINQ, Progress 4GL, VBScript, Spotfire, Kafka, Agile/Scrum/Kanban/DevOps

Required Screenings:

Will be discussed with applicant.

Job Description:

Creates, modifies and maintains software applications individually or as part of a team. Provides technical leadership on a team, including training and mentoring of other team members. Provides technology and architecture direction for the team, department and organization.

Duties and Responsibilities:

- Codes, tests, debugs and documents software applications using established coding standards and methodologies
- Work within an agile scrum team, contributing to an atmosphere of continuous improvement
- Work with other technical leaders to establish coding standards, development best practices and technology direction
- Perform code and process reviews to ensure adherence to best practices
- Work with architects, designers, business analysts and others to design and implement software solutions
- Assist product owners in backlog grooming, story breakdown and story estimation
- Collaborate and communicate with team members and other stakeholders throughout the organization
- Document software changes for use by other engineers, quality assurance and documentation specialists
- Train others in the technologies, languages, and practices used by the team
- Troubleshoot and resolve issues in existing software
- Problem solving and interpersonal skills will be used
- Other duties as assigned

Work Environment:

Office.

Hiring Process:

Submit resume via email.

In order to apply to this position, please click "How to apply for this job" located at the bottom of the job order page, and you will receive the employer contact information. Employer has indicated the means listed are the only means they will accept to apply.

Days & Hours:

Full Time position. Complete work schedule will be discussed with applicant.

Pay:

Depends on experience. Benefits are offered.