

Amiaya Balais

Home Healthcare Sales
Consultant

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☎ (728) 403-2853

📍 123 Magnolia St, Jackson, MS 39201

EDUCATION

Bachelor of Science in Healthcare Administration at University of Mississippi, Oxford, MS

Aug 2018 - May 2022

Relevant Coursework: Healthcare Systems and Operations, Health Informatics, Healthcare Finance and Economics, Healthcare Policy and Law, Human Resources Management, Quality and Performance Improvement, Epidemiology and Population Health, Strategic Planning and Marketing in Healthcare, Ethics and Leadership in Healthcare, and Healthcare Analytics.

LINKS

[linkedin.com/in/amiayabalais](https://www.linkedin.com/in/amiayabalais)

SKILLS

Sales expertise

Relationship building

Healthcare industry knowledge

Communication skills

Time management

Customer service abilities

Problem-solving capabilities

LANGUAGES

English

Portuguese

PROFILE

As a dedicated Home Healthcare Sales Consultant with over a year of experience, I successfully established and maintained strong relationships with healthcare providers, managed and grew a diverse client base, and consistently exceeded sales targets. Leveraging my in-depth knowledge of home healthcare products and services, I effectively communicated their benefits to clients, resulting in improved patient outcomes and increased revenue for my organization. My passion for providing top-notch customer service, coupled with my ability to adapt to changing market conditions, allowed me to thrive in a fast-paced and competitive environment. Throughout my tenure, I continually demonstrated exceptional interpersonal and problem-solving skills, which contributed to my ability to consistently meet and exceed expectations in this role.

EMPLOYMENT HISTORY

● Home Healthcare Sales Consultant at LHC Group, MS

Jan 2023 - Present

- Successfully increased patient referrals by 25% within the first year, resulting in a significant boost in revenue for LHC Group, MS.
- Developed and maintained strong relationships with over 50 healthcare providers, leading to a consistent stream of referrals and contributing to a 20% overall growth in the client base.
- Implemented a targeted marketing strategy that led to a 30% increase in community awareness about LHC Group's home healthcare services and subsequently increased inquiries and admissions by 15%.

● Home Healthcare Sales Associate at Kindred at Home, MS

Jul 2022 - Dec 2022

- Successfully increased patient referrals by 30% within the first year by establishing and maintaining strong relationships with physicians, hospitals, and skilled nursing facilities in the Kindred at Home, MS service area.
- Exceeded quarterly sales targets by an average of 20%, resulting in over \$1 million in additional revenue for the company in 2019.
- Developed and implemented a comprehensive marketing strategy that led to a 25% increase in brand awareness and recognition within the local community, contributing to a 15% growth in overall business.

CERTIFICATES

Certified Home Care Sales Professional (CHCSP)

Aug 2021

Certified Senior Advisor (CSA)

Jun 2020

MEMBERSHIPS

National Association for Home Care & Hospice (NAHC)

Home Care Association of America (HCAOA)