

Victor Alvarez

Home Health Account Executive

✉ victor.alvarez@email.com ☎ (214) 555-0164 📍 Dallas, TX 🌐 [linkedin.com/in/victoralvarez](https://www.linkedin.com/in/victoralvarez)

Summary

Home health account executive with 6 years of post-acute sales in Dallas-Fort Worth, the last 3 in home health. Grew admissions from 38 to 57 a month through account management, referral development and relationship building with physicians and case managers. Plans routes in the CRM so top referral sources get fast answers about home health services.

Experience

Home Health Account Executive

01/2024 - Present

Lone Star Home Care Partners

Dallas, TX

North Dallas sales territory for a Medicare-certified home health agency.

- Grew territory admissions from 38 to 57 a month in 18 months, reaching 121% of the 2025 target.
- Manage 60 referral accounts, including 9 physician groups, 14 skilled nursing facilities and 3 hospitals.
- Built a sales plan in Microsoft Excel ranking all 60 accounts by referral potential for weekly call routing.
- Resolved intake problems with clinical managers within 1 day to protect customer relationships with top referrers.

Sales Representative

07/2020 - 12/2023

Metroplex Mobile Imaging

Irving, TX

Sold mobile X-ray and ultrasound services to nursing homes and assisted living facilities.

- Secured 34 new facility contracts in 3 years, growing territory revenue to \$1.2M.
- Maintained a 90% renewal rate across 70 facilities with monthly account reviews.
- Trained 50 facility nurses on the online ordering portal, cutting order errors by 35%.
- Partnered with dispatch on problem solving for late exams, lowering same-day misses from 8% to 3%.

Patient Services Representative (Part-Time)

09/2018 - 05/2020

Denton Family Medical Clinic

Denton, TX

Part-time front office job at a 6-provider family clinic during college.

- Scheduled 70 patient visits a day and verified Medicare and commercial insurance before each visit.
- Handled home health and equipment referral paperwork for 25 older patients a month, using Microsoft Office forms.

Education

Bachelor of Business Administration

05/2020

University of North Texas

Denton, TX

Marketing

Skills

- Account Management
- Referral Development
- Home Health Services
- Sales Planning
- Customer Relationships
- CRM
- Microsoft Excel
- Microsoft Office
- Relationship Building
- Problem Solving