



## Example of Field Services Representative Job Description

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Our company is looking to fill the role of field services representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

### Responsibilities for field services representative

- Provide technical assistance through on-site guidance and (OJT) training in proper operation, maintenance, and troubleshooting of assigned programs and ground support equipment, including
- Process a variety of activities associated with sales order management, MAsterMind account preparation and transactional support
- Perform due diligence on all transactions and sales orders
- Submit Opportunity Detected during his/her interventions
- Research, evaluate, and recommend new products or equipment upgrades that will meet customer needs
- Will escalate to FS technical expert in the countries as needed when unable to solve a technical issue
- Can remotely investigate the origin of the breakdown and submit fixes (in a service bureau for example)
- Very important you develop and execute strategies for selling services to merchants in assigned territory
- Identifies new prospects and revenue opportunities for merchant services through referrals, lead lists, referrals from current merchants and self-sourcing, additionally ensuring line of business partners are included in every warranted opportunity
- Works directly with merchant services line of business product and technology teams to discuss deals, merchant's current partners, our support

## Qualifications for field services representative

- Working familiarity with various managed healthcare provider compensation methodologies, primarily across Medicaid and Medicare lines of business, including but not limited to, fee-for service, capitation and various forms of risk, ASO
- 5 years experience in provider contract negotiations in a managed healthcare setting ideally in negotiating different provider contract types, physician, group and hospital contracting, etc
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- Teamwork the ability to work well individually
- Four-year degree in Finance, Economics, Business Management or similar preferred
- Accounting and/ or payroll experience