ZANE HUBER

HEALTHCARE TECHNOLOGY SALES EXECUTIVE | SAAS & RCM

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PROFESSIONAL SUMMARY

Quota-carrying healthcare technology sales executive with a record of closing multi-year deals, growing large accounts, and ranking near the top of the sales team. Generated $1.5M+ in 2025 sales (#3 of 12 reps) and managed a 175-account, 12-state territory against a $1.8M quota. Brings 15+ years in EHR/EMR, practice management, and RCM, plus hands-on implementation experience that builds credibility with physicians, practice administrators, and executive buyers.

SALES HIGHLIGHTS

2025 SALES $1.5M+ | #3 OF 12 SALES EXECUTIVES | 2026 QUOTA $1.8M (80% BY SEPTEMBER)

MULTI-YEAR CONTRACTS $723K | LARGEST ACCOUNT ~$1M ANNUAL REVENUE

2023 DEAL $85K (TEAM'S LARGEST) | MILLION DOLLAR ACHIEVER 2022

CORE COMPETENCIES

Full-Cycle Sales • Territory Management • Strategic Account Growth • Cross-Sell & Upsell • Multi-Year Contract Negotiation • Customer Retention • Consultative & Solution Selling • Product Demonstrations • C-Level & Physician Relationships • Healthcare SaaS • EHR/EMR • Practice Management • Revenue Cycle Management (RCM) • Remote Patient Monitoring • AI Solutions • Pipeline & Forecasting

PROFESSIONAL EXPERIENCE

CompuGroup Medical US | Dallas, TX

Client Sales Executive | 2022 – 2026

- Owned a 175-account, 12-state territory with responsibility for new revenue, renewals, cross-sell, and account growth.
- Carried a $1.8M annual quota; reached 80% by September 2026, ahead of a 75% straight-line pace.
- Generated $1.5M+ in 2025 sales, ranking #3 of 12 representatives; named Million Dollar Achiever in 2022, first year in role.
- Closed two multi-year contracts totaling $723K by building consensus among physicians, practice administrators, and executives.
- Managed and grew the company's largest account, representing approximately $1M in annual revenue.
- Closed the team's largest single deal of 2023 ($85K), third-largest company-wide.
- Conducted discovery and product demos across EHR/EMR, practice management, RCM, remote patient monitoring, AI solutions, patient portal, and workforce augmentation, linking solutions to workflow and financial goals.

CompuGroup Medical US | Dallas, TX

Customer Care Manager, Team Lead | 2020 – 2022

- Led the customer care team for healthcare technology clients, owned escalations, and protected at-risk revenue.
- Coached team members on communication, product knowledge, and problem-solving to foster a solutions-first culture.
- Identified recurring client issues and translated them into process improvements and upsell opportunities, strengthening retention.

CompuGroup Medical US | Dallas, TX

Project Manager | 2013 – 2020

- Led EHR implementations from kickoff through go-live as primary client contact and trusted advisor.
- Advised physician practices on clinical workflows and software adoption, creating a foundation for expansion sales.
- Earned Aprima President's Club (2015) and PMI Dallas Chapter Project Manager of the Year, First Runner-Up.

Plexon Inc. | Dallas, TX

Sales Coordinator | 2012

- Supported global neuroscience hardware and software sales through order entry, customer communications, and sales collateral.

Chase Medical and Affiliated Businesses | Dallas, TX

Business Development, National Accounts | 2008 – 2011

- Managed 60% of national accounts, including the company's only $1M customer.
- Expanded physician referrals 95%, contributing to 165% growth in MRI scans, 93% growth in procedures, and a 225% revenue increase.
- Led trade-show strategy producing approximately $16M in potential first-year business.

ADDITIONAL HEALTHCARE EXPERIENCE

Clinical & Business Assistant | Hemmo Bosscher, M.D. Pain Management — Implemented practice EMR and supported clinical operations.

Medical Research Technician IV | Clinton C. MacDonald, Ph.D. — Co-authored peer-reviewed research.

EDUCATION

Master of Science, Biotechnology | Texas Tech University Health Sciences Center, Lubbock, TX

Bachelor of Science, Medical Science | Texas A&M University, College Station, TX

CERTIFICATIONS & AWARDS

Project Management Professional (PMP) • Certified ScrumMaster (CSM) • Million Dollar Achiever (2022) • Aprima President's Club (2015) • PMI Dallas Chapter Project Manager of the Year, First Runner-Up

PUBLICATIONS

Peer-Reviewed Publication

- Huber, Z., Monarez, R. R., Dass, B., & MacDonald, C. C. (2005). The mRNA encoding τCstF-64 is expressed ubiquitously in mouse tissues. Annals of the New York Academy of Sciences, 1061, 163–172. https://doi.org/10.1196/annals.1336.017

Selected Research Citations

- Interactions of CstF-64, CstF-77, and symplekin: implications on localisation and function
- The C-terminal domains of vertebrate CstF-64 and its yeast orthologue Rna15 form a new structure critical for mRNA 3'-end processing
- Finishing touches: post-translational modification of protein factors involved in mammalian pre-mRNA 3' end formation

Research portfolio: zanehuber.com