

## Executive Bio



**Tim (T.J.) Schmitt, Jr.**

Vice President, Business Development

With over 13 years of healthcare industry experience with a focus on accounts receivable management and healthcare IT, Tim (T.J.) Schmitt, Jr. has a proven track record for producing strong sales results with high customer satisfaction.

T.J. joined SPi Healthcare in June of 2011 and spent the previous three years as an Executive Director, Business Development for AHC, Inc., a company that provides healthcare-focused legal expertise, advanced technology, and superior claims management expertise. From 2006-2008, he was a Business Development Executive for Beacon Partners, one of the largest privately held healthcare management consulting firms in the United States.

T.J. also held various operational and sales positions for more than eight years at Ingram & Associates, a company that provides revenue model optimization services for the healthcare industry, including Regional Sales Director, Director of Operations and Account Manager.

In addition to a Bachelor of Science degree in Business Administration from the University of Tennessee, T.J. is a Certified Professional in Healthcare Information and Management Systems and is active in both local and regional industry associations such as HIMSS, HFMA and MGMA.