

**JOE CARNES**  
**GULF COAST PROFESSIONAL BILLING**  
**813-460-5439**  
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**carnessurity@gmail.com**

**PROFILE**

MEDICAL BILLING COMPANY OWNER with a 2 decade proven track record of success and progressive experience directing billing operations in a healthcare environment. Comprehensive experience working with Medicare, Medicaid, 3<sup>rd</sup> Party, Managed Care, Workers Comp, Auto Insurance, Letters of Protection, and Law Firms. Repeated success guiding cross-functional teams in driving record-setting medical billing operations. Adept at blending strong decision-making abilities with outstanding organizational skills, solid leadership attributes, and successful interpersonal relationship-building techniques. Strong passion for providing infectious enthusiasm, provoking others to reach for the next level of success. Exhibit dynamic follow-through, astute professionalism, and a stellar work ethic.

**KEY SKILLS**

<i>Azalea Health</i>	<i>Gateway EDI</i>
<i>IDX</i>	<i>AMICAS RIS</i>
<i>Vision Series Financials</i>	<i>Cerner</i>
<i>Meditech</i>	<i>FTP Files</i>
<i>Navinet</i>	<i>Availity</i>
<i>Insurance Provider Portals</i>	<i>COGNOS</i>
<i>Healthpac</i>	<i>VPN Connection</i>
<i>Emdeon</i>	<i>Quickbooks</i>
<i>Greenway Health Intergy</i>	<i>Greenway Health Intergy EHR</i>

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**PROFESSIONAL EXPERIENCE**

- Billing Expert** Medsurity Experts, PA 2022-Present
- Manage payroll for 12+ Independent Contractors and Employees
  - Retained as billing expert on 250+ cases, have saved millions of dollars in damages for clients
  - Speaker at 2023 FLCC Conference, Orlando FL
- Medical Billing Company Owner** GULF COAST PROFESSIONAL BILLING LLC 2013-Present
- Multiple Clients that have an Annual Gross Income of \$2,000,000 - \$3,500,000
  - Implemented and maintained the following:
    - Clearinghouse setup with 20+ Insurance Carriers, Gateway EDI Clearinghouse
    - Third Party Collection Agency
    - HL7 Format and Conversion from Imaging Center RIS System to the Azalea Health Billing System
    - EFT Setup for 20+ Insurance Carriers
  - Directly responsible for all billing aspects for multi-specialty imaging center to include charge and cash posting, billing follow up, collections, EDI, management of 15 imaging center employees, daily communication with the Imaging Center Owner/Physician
  - Training of all imaging center staff on current Medicare/Medicaid changes, 3<sup>rd</sup> Party Insurance Billing Issues and Changes
  - Reduced Days in AR to Below 30 Days
  - Credentialing/contracting for 4 physicians, and 4 nurse practitioners

**Billing and A/R Manager** REVENUE ENHANCEMENT PROFESSIONALS 2012-2013

- Annual revenue \$2,000,000
- Directly responsible for 10 billing office employees
- Sharp business acumen and experience in managing broad scope of operations for a multi-specialty imaging center, from charge/payment analysis to allocating income.
- Actively supervise the conversion of the Amicas Financials billing system to a Healthpac billing system, ensuring data accuracy and completeness.
- Responsible for monitoring accounts receivable for unpaid/improperly paid claims and maintaining accounts receivable below 35 days.

**Billing and A/R Manager** SPECTRA BILLING GROUP 2010-2012

- Annual revenue \$2,000,000
- Directly responsible for 10 billing office employees
- Sharp business acumen and experience in managing broad scope of operations for a multi-specialty imaging center, from charge/payment analysis to allocating income.
- Actively supervise the conversion of the Amicas Financials billing system to a Healthpac billing system, ensuring data accuracy and completeness.
- Responsible for monitoring accounts receivable for unpaid/improperly paid claims and maintaining accounts receivable below 35 days.

**Billing Manager** BAYVIEW RADIOLOGY 2008-2010

- Annual revenue \$3,180,000
- Successfully reduced days in accounts receivable from 40 days to 35 days, and decreased charge date of service to date billed to 4.5 days.
- Effectively hired, trained and directed 20 employee billing staff; increasing employee productivity by 50% by implementing successful real time productivity reports.
- Facilitated productive negotiations with collection agencies, effectively increasing revenue by \$500/month from delinquent accounts.

**Insurance Processor** CBIZ MEDICAL MANAGEMENT PROFESSIONALS 2007-2008

- Capably conducted in-depth statistical analysis on accounts receivable for a 23 physician group, identifying problem areas and implementing solutions.
- Utilized COGNOS PowerPlay/PowerPoint in preparing monthly board meeting reports and accounts receivable reports.

**Physician Administrative Coordinator** FLORIDA RADIOLOGY MANAGEMENT 2006-2007

- Responsible for developing policies and procedures to enhance overall billing operations for a 10 person billing office.
- Served as Accounts Receivable Manager for a group of 10 physicians, effectively saving the company \$30k in budgetary projections.

**Facility & Event Management Intern** NATIONAL TRAINING CENTER 2005

- Proficiently oversee athlete registration, volunteer assignment and official announcing for Hershey's Track and Field Florida Championships.

**Customer Service Representative** ICT GROUP, INC. 2001-2004

- Skillfully supervised a mid-size Customer Service team in correcting purchase orders to save company \$300/day.

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## PROFESSIONAL EDUCATION

**Bachelor of Science in Business Administration** WEBBER INTERNATIONAL UNIVERSITY 2006  
*GPA: 3.8, Dean's List Honors*

**Prerequisite Coursework** POLK COMMUNITY COLLEGE 2004

**Member** RADIOLOGY BUSINESS MANAGEMENT ASSOCIATION