

Position: Sales Development Representative

Department: Sales

Location: Remote / Hybrid (depending on location)

Role Type: Full-Time

About Healthmonix:

Healthmonix is a healthcare analytics company focused on helping organizations drive value-based care solutions. Founded in 2007, Healthmonix is rooted in quality metric development, performance improvement, and driving outcomes for health systems. As a CMS Qualified Registry since 2009, Healthmonix industry leading software has assisted over 52,000 providers in reporting their quality measures and increasing revenue to their bottom-line. Located in the greater Philadelphia area and serving clients throughout the country.

Healthmonix is looking for an entry-level Sales Development Representative (SDR) with a high aptitude in technology. This SDR will focus on building Healthmonix new sales pipeline within our verticals. The SDR will align with an Account Executive to grow net new business within assigned territory. The position will report to the Vice President of Sales and will be responsible for achieving territory sales quota within the company's overall growth strategy.

The ideal candidate will be a highly motivated individual with enthusiasm and a willingness to drive results. We are looking for someone who wants to grow in their role, ready to be a team player, and excited to join an ever-changing and exciting industry. This candidate will not only be responsible for the list below but will need to build on the company's culture and market status by utilizing strengths in creativity, passion, and drive.

Responsibilities:

- Learn Healthmonix products and clearly articulate our value proposition
- Respond to inbound prospect / sales calls and online chats
- Cultivate new business by performing outbound activities (e.g. cold calls, cold emails, etc.)
- Responsible for managing Marketing Qualified leads through Sales Qualified leads status
- Drive pipeline accuracy by understanding the customer journey, thought process, and timeline expectations/reality.
- Conduct online product demos to prospects
- Communicate value proposition effectively with leads/prospects to drive scheduled appointments, demonstrations etc.
- Utilize company's CRM to maintain up-to-date account records, accurately reflect activities, deals and sales at all times.
- Assist with creating sales estimates and processing payments as needed.
- Develop strategic relationships with Key Opinion Leaders including billing, legal, process efficiency, quality, practice management, clinical and multi-state physician practices
- Achieve and exceed targeted goals

Requirements:

- Bachelor's degree
- Passion for the healthcare industry and desire to breakthrough in an exciting career
- Ability to quickly adapt to new technology is a must
- Ability to make at least 30 calls a day (not an every-day requirement)
- Comfortable interacting with, and prospecting to wide range of healthcare professionals
- Self-motivated, proactive, process driven, and detail oriented
- Ability to work within a team environment and independently when required
- Ability to form relationships across the organization
- Excellent written, verbal, and listening skills
- Self-starter who has a desire to learn, grow, and excel in their role
- Proficient with technology such as Outlook, Word, and Excel
- Work effectively in a remote office and/or hybrid model (depending on location).

Compensation:

- Base pay plus commission
- 401(k) and company match
- Phantom stock
- Medical, dental, and vision insurance
- PTO

You will operate in a small team environment with major responsibility, great visibility, and earnings growth based on results. You'll work alongside some of the top thought-leaders in healthcare services in a competitively paid environment with great benefits.