

SALES DEVELOPMENT REPRESENTATIVE – HEALTHCARE SOFTWARE

"Making the simple complicated is commonplace; making the complicated simple, awesomely simple, that's creativity" -Charles Mingus

ORGANIZATION OVERVIEW

WeInfuse was founded by experienced Infusion Center operators who have spent a combined 20+ years learning how to start, manage, and improve this unique healthcare delivery model. We are passionate about our first of its kind web-based software application that simplifies and reduces the incredible complexity involved with managing Infusion Centers. Our aim is to reduce confusion, decrease risk and improve patient care.

POSITION: SALES DEVELOPMENT REPRESENTATIVE (SDR Healthcare SaaS Sales)

We are seeking a highly motivated sales professional with great communication and interpersonal skills to generate leads, build brand awareness, qualify prospects and assist our Account Executives (AEs) in closing sales.

The SDR is a key member of our team. The position involves using all available tools to develop and qualify leads, schedule webinar and live demos, and assist the AE team in executing a close. We are a results-oriented workplace, so we don't micromanage your process; however, we believe that the time-tested methods of hard work and great follow-up are the base ingredients to sales success. This individual will report directly to our VP of Sales.

LOCATION: DALLAS, TEXAS – (MOCKINGBIRD & 75)

START DATE: ASAP

SOME TRAVEL REQUIRED (25%)

SALARY: BASE PLUS COMMISSION (OTE \$80K)

RESPONSIBILITIES

- Quickly learn the Infusion Center essentials such as disease states, medications, physician specialties, and pain points in order to use a consultative sales approach
- Prospect, qualify and generate sales leads using existing database, LinkedIn and other outbound selling techniques
- Make a high number of outbound prospecting calls per day and quickly build rapport over the telephone
- Conduct a needs analysis via phone and determine prospects' pain points
- Send follow-up emails and schedule calls and online demonstrations for our AEs
- Build and cultivate relationships with prospects and industry stakeholders to grow new business pipeline
- Work with the team to manage the steps in the lead qualification process including discovery call & demo scheduling
- Meticulously maintain a streamlined CRM system and database for current and potential clients
- Attend organization events including trade shows and other marketing events as necessary
- Collaborate with the team to execute sales strategy as the software is enhanced and new features are released

REQUIRED QUALIFICATIONS

- Bachelor's Degree
- Proven track record of achieving and exceeding measurable goals
- Strong experience in successfully prospecting and qualifying leads, getting past gatekeepers and booking qualified meetings
- Ability to uncover buying influences and overcome objections
- Must be detail-oriented, able to multi-task and be extremely organized and efficient
- Must possess excellent written and oral communication skills, including ability to communicate with all levels of org chart
- Excellent computer skills: Adobe Acrobat, Google Suite and all Microsoft Office Applications
- Demonstrable ability to learn various software applications quickly and fluently (including CRM systems, HubSpot)
- Travel required (25%)

CONTACT

Please email your resume to employment@weinfuse.com