

Business Development Representative Lead Generation

ReportingMD

JOB TITLE: Business Development Representative

FLSA STATUS: Exempt

GENERAL SUMMARY OF DUTIES: The Business Development Representative role will focus on generating leads for ReportingMD's services and products to ambulatory care and hospital sales prospects and existing customer accounts nationwide. The ideal candidate should be detail-oriented, a self-starter and highly motivated.

SUPERVISION RECEIVED: Reports to Chief Revenue Officer.

LOCATION: Sunapee, NH / Greater Boston

SUPERVISION EXERCISED: None

EXAMPLES OF DUTIES AND RESPONSIBILITIES: (This list may not include all of the duties and responsibilities assigned).

- Conduct high volume prospecting for qualified leads (new users and potential customers)
- Work closely and collaboratively with Sales Team to develop and implement appropriate prospect strategies and plans
- Schedule online product demonstrations for a qualified lead whilst ensuring you meet your monthly goals
- Understand the customers' needs and challenges using sales methodologies, i.e. BANT
- Sales/ prospecting experience and experience working in a high-growth, "scale up" environment, is not required but is a plus
- A sharp focus on your goals and a strong approach for achieving them
- The ability to deal and address objections, open to being coached
- Strong organizational and time management skills
- Passion for helping businesses grow and curiosity Healthcare Population Health
- Maintain and update CRM with Sales leads, opportunities, correspondence, projected deals, expected close dates and other sales data management
- Pipeline reviews with management
- Desire to be a Sales Executive

MINIMUM JOB REQUIREMENTS AND QUALIFICATIONS:

4 year degree from accredited college or university or its equivalent preferably with an emphasis in sales & marketing, strategic planning or business management

The ideal candidate must be highly professional and proficient in sales and support with an understanding of physician practice management systems and electronic health record applications.

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- Strong relationship and interpersonal skills
- Strong written and verbal communication skills
- Strong experience in consultative selling and knowledge of sales process and use of sales tools
- Ability to manage complex and consultative sales engagements
- Proven sales record in prospecting and selling technologies in new markets
- Flexible, fast-paced, think-on-your feet mindset with a sharply focused analytical eye for detail, pragmatism and elegance
- Knowledge of HIPPA requirements, including EDI, privacy and security regulations