



JOB TITLE: Sales Development Specialist

COMPANY: eHealth Global Technologies, Inc. d/b/a eHealth Technologies

Company Description:

Founded in 2006, eHealth Technologies is the industry-leading provider of clinically informed referral services. We serve more than half of the nation's top 100 hospitals, including 16 of the top 20 U.S. News & World Report Honor Roll Hospitals for 2017 - 2018, and leading health information exchanges (HIEs) across the United States. The company's eHealth Connect® solution enhances patient and physician satisfaction by streamlining referrals and intelligently aggregating patients' clinical records. This ensures that physicians have the right healthcare information to care for their patients, right when they need it. For more information, visit www.eHealthTechnologies.com. Connect with us @eHealthtec, Facebook and LinkedIn.

Career Description:

This position reports directly to the VP of Sales, currently held by the Company's CEO in an Acting role. This role is primarily responsible for the generation and management of fully qualified opportunities to supplement the sales pipeline with new business opportunities, enabling the sales team to focus entirely on the sales process and closing business. The person will work in a dynamic, fast-paced, team-oriented work environment that is guided by and upholds company core values.

Primary Responsibilities:

- Conduct research on potential prospects in their given territory in order to properly target prospects with the highest propensity to become clients.
- Cultivate qualified opportunities in their respective geographical territories and pass them to sales to progress and close.
- Assists in the development of a strong pipeline of potential new business through outbound prospecting efforts.
- Generate reports and facilitate administration of the Company's Salesforce.com CRM environment to inform the VP of Sales of the complete status of current sales activity and status of the Company's funnel and pipeline.
- Fully qualifies all potential leads prior to passing to sales for progressing and closure.
- Regularly meets with assigned regional sales executives to develop relationships, assure a smooth transition process for "pre-qualified" handoffs, and common understanding of the sales team needs.
- Initiates and maintains relationships with sales, marketing, operations, product development, and other key internal and external resources.

- Communicates with marketing and management about market conditions to help create proper marketing initiatives that drive new business opportunities.
- Researches company offerings and develops a basic understanding of each and how to articulate benefits to prospective clients.
- Researches competitive offerings in order to fully understand how to best position against the competition.
- Properly handles objections put forth by prospective new clients.
- Manages and organizes all Sales assets within the Company's corporate systems (such as PowerPoints, Processes/Procedures, Templates, etc.).
- Frequently and accurately maintains opportunities and activities in Salesforce.com.
- Develops reporting on status of current sales, pipeline, and funnel from Salesforce.com.
- Assists VP of Sales in making sure Salesforce.com stays updated, current, and contains verified and clean data.
- Attends conferences, trade shows, and other events as requested or needed.
- May perform other duties as assigned.

Knowledge and Skill Requirements:

- High School Diploma or GED required. Advanced degree preferred.
- Minimum four (4) years of experience in inside technology sales required.
 - Experience selling into healthcare providers / hospitals preferred.
- Demonstrated ability to generate high-quality sales leads.
- Demonstrated ability to quickly learn, understand, and apply knowledge of new technologies.
- Well-developed presentation skills.
- Strategic mindset with ability to understand broader company and market factors to guide and optimize work product.
- Familiar with standard reporting and communication tools such as Microsoft Office, Salesforce.com, and other technologies and their associated software programs.

Key Relationships:

- Directly supervised by VP of Sales.
- Interacts regularly with eHealth Technologies sales, marketing, operations, product development, and other key internal and external resources.
- Outbound prospecting activities driven by various marketing channels, including coordination with Marketing on industry trade shows the Company participates.

General Skill Expectations:

- Excellent oral/written communication skills.
- Excellent interpersonal and teamwork skills with employees, managers, executives, and clients.
- Integrity, accountability, flexibility, and independent thinking/working when appropriate.
- Detail oriented with the ability to work with minimum supervision.

- Ability to understand and follow verbal and written communication.
- Organization and time management skills.
- Ability to follow-through and prioritize workloads.
- Ability to simultaneously manage multiple projects.
- Persuasive, unflappable and persistent.
- Self-accountable, goal oriented and driven to succeed.
- Must be experienced and comfortable working in a fast-paced entrepreneurial environment and able to deal well with change and ambiguity.

Essential Functions:

1. Physical Requirements: Extended periods typing, data entry, sitting, read, writing, lifting up to 20 lbs.
2. Mental requirements include general, visual, numerical intelligence and analytical skills.
3. Willingness to occasionally work a flexible schedule and travel in the United States.
4. Availability during regular business hours, evenings and/or weekends on occasion as needed to provide support and assistance to the Sales and Executive teams.

eHealth Technologies is an Equal Opportunity Employer