

Job Description

Sales Development Representative

Job Title: Sales Development Representative

Exempt Status: Exempt

Division: Sales & Marketing

Reports to: SVP Sales & Marketing

Your opportunity at Episource is to simplify healthcare!

- Episource leverages data to provide patient insights and drive interventions. As thought leaders and subject matter experts, we are constantly striving to identify actionable insights. We service the \$3.0 trillion healthcare space and our clients represent leading organizations throughout the United States.
- Episource is at the forefront of the ever-evolving healthcare marketplace. We help clients paint an accurate picture of patient health profiles by analyzing medical records, claims, and clinical data sets.
- We have grown significantly to support the regulatory changes over the last 10 years, and are poised to continue our expansion as the leader in the marketplace.

The Challenge you will face:

- We have proven that we can close, deliver, and grow customer accounts. We need a strong communicator to engage prospects captured from marketing and drive interest in Episource's services.
- Through dialog, create brand awareness and quickly establish Episource as an industry leader with companies that may or may not be familiar with us.
- This is a new opportunity within Episource that allows someone to implement sales techniques and tools that they've used in the past to help guide the growth of this function within the company.
- We are an entrepreneurial and fast-growing company. You need to be disciplined and tenacious to overcome client objections. You need to roll up your sleeves and deliver.

Doing the right things:

- Build a valuable and convertible pipeline. You will be the expert at engaging potential customers through email and phone to qualify for relevance and fit.

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- Conduct research (social, online, LinkedIn) to identify the right target accounts and contacts to pursue.
- Effectively communicate (speak and listen) with potential customers, think on your feet, and overcome objections to quickly establish credibility and build rapport.
- Strong written communication skills to provide insight to sales executives once sales opportunity is created.
- Put your stamp on building scalable, repeatable processes.
- Take initiative and accountability for own success.

Changing the World (and Your Career):

- You will be the face of Episource and our efforts to simplify healthcare.
- You will be responsible for initiating 10 prospect meetings per month.
- You will create a qualified sales pipeline in excess of \$3M.
- Your contribution will support closing of \$1M in revenue annually.
- Your contribution will have huge impact on Episource's growth.
- You'll love crushing goals with us!

PHYSICAL REQUIREMENTS:

While performing the duties of this job, the employee is frequently required to stand; walk and sit. The employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by this job include color vision. Requires prolonged sitting, some bending, stooping and stretching, requires eye-hand coordination and manual dexterity sufficient to operate a keyboard, photocopier, telephone, calculator and other office equipment. Requires normal range of hearing and eyesight to record, prepare and communicate appropriate reports.

EEO POLICY STATEMENT:

Episource, LLC provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Episource, LLC complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, and transfer, leaves of absence, compensation, and training.

Episource, LLC expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Episource, LLC employees to perform their expected job duties is absolutely not tolerated.