Sales Representative

Reports to: Center for Hospital Innovation & Improvement and Business Development
E/NE Status: Exempt
PT/FT Status: FT
Salary: $40K base + commission

**JOB SUMMARY**

This position requires candidate to use outbound phone and email to generate quality leads for sales of high-value programs and services to hospitals, supports sales of meeting-related products and services to healthcare companies, and maintains CRM database of targets.

**DUTIES AND ESSENTIAL JOB FUNCTIONS**

- Promotes/sells/secures sales lead from existing and prospective customers through a relationship-based approach.
- Demonstrates programs and services to existing/potential customers and assists them in selecting those best suited to their needs.
- Maintains CRM database of active leads, prospects and customers
- Generates activity reports
- Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned market segment to generate new business for the organization’s products/services.
- Outbound/Inbound calls and emails to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Coordinates sales effort with marketing, project team, and internal business development team
- Identifies advantages and compares organization’s programs/services.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new programs and services

**QUALIFICATIONS**

- 4 year College Degree
- 2-3 years’ experience in phone-based or direct sales (healthcare sector preferred)
- Excellent oral and written communication skills and organizational skills
- Experience with CRM databases, weekly reporting, handling objections
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach)
- Must be results-oriented and able to work both independently and within a team environment
- Proficiency in using Microsoft Office Suite applications.
- Valid driver’s license

**ABOUT SHM**
Representing the fastest growing specialty in modern healthcare, the Society of Hospital Medicine (SHM) is the leading medical society for more than 40,000 hospitalists and their patients. SHM is dedicated to promoting the highest quality care for all hospitalized patients and overall excellence in the practice of hospital medicine through quality improvement, education, advocacy and research. Over the past decade, studies have shown that hospitalists can contribute to decreased patient lengths of stay, reductions in hospital costs and readmission rates, and increased patient satisfaction.

For more information about SHM and hospital medicine, visit [www.hospitalmedicine.org](http://www.hospitalmedicine.org)