

### **Sales Executive- Healthcare clinical staffing (Remote)**

CareTalk Health is hiring Sales Executive experienced in clinical staffing for Healthcare clients who require outsourced telehealth solutions.

CareTalk Health is a BPO company with a nationwide network of licensed doctors and nurses spanning all 50 states and are partners in delivering top-tier remote healthcare. CareTalk provides outsourced clinical services such as Annual Wellness Visits, Chronic Care Management, Remote Patient Monitoring, various screenings and more.

#### **Duties:**

Reporting to the Executive team, this candidate will be responsible for calling, connecting, and setting up appointments with prospective clients using an existing prospect list as well as creating leads organically within the healthcare vertical, inclusive of payers, providers, PBM's, pharmaceutical, pharmacies and any healthcare organization with access to patients. This candidate will work closely with marketing to advise in creation of marketing collateral and social ads.

- Maintain a pipeline of qualified, active opportunities and manage to closure
- Develop executive level relationships within prospects and leverage and include CareTalk's senior executives in a strategic manner
- Engage with C-level executives among prospects to demonstrate and provide industry insights and expertise
- Collaborate with internal and external stakeholders to drive partnership and strategy in the areas of marketing, solutioning, pricing, and corporate development
- Attend multiple conferences with intent to network and engage with prospects
- Ability to navigate organizational structure to identify key decision makers

#### **What You Bring to the Role**

- Experience in Healthcare staffing solutions
- A demonstrated ability to work independently and be self motivated
- Prior success in staffing in the healthcare sector (payer, provider, PBM, pharma, etc)
- Experience selling telehealth staffing solutions
- Comfortable speaking with Senior and C- level executives.
- High degree of business acumen and emotional intelligence.
- Bachelor's degree desired

#### **Compensation & Benefits**

The anticipated starting salary range for individuals expressing interest in this position is a base of \$100,000-\$120,000 plus commission. Actual compensation offers to a candidate may vary based upon geographic location, work experience, education and/or skill levels.

Benefits available to eligible employees include the following:

- Ability to work remotely
- Full-time 1099 contracting position with possibility of becoming W2
- Healthcare benefits options can be discussed if required