



Business Development Representative
SPRING HEALTH

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Description/Responsibility

- Help develop outreach strategy, content, in-bound lead process, and development programs for the BDR team
- Prospect into Fortune 1000 companies and other employers through a combination of email, phone call, and other sales channels
- Generate sales-ready meetings and opportunities for Account Executive using Spring Health's qualification criteria
- Provide accurate lead distribution and thorough discovery to the assigned Account Executive
- Develop all of the critical skills to accelerate a successful career in Sales

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Experience Requirements

- No experience is required.

Additional Experience Requirements

- You have 3-12 months of professional or internship experience

Skills Requirements

- You have a desire to be a creative prospector, working with traditional tools (email, cold calling) and experimenting with new technologies
- You are highly coachable and invested in your professional growth, development, and career path
- You are data-driven in measuring and improving the impact of your outreach efforts
- You are organized, attentive to detail, and believe that great process leads to great results
- You have excellent communication and interpersonal skills
- You are able to work out of our NYC office 3x a week

Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

Industry Type

- Experience should include the following skills: Hospital/Diagnostic Center

Address: New York, NY

Company Profile: Health Care Services & Hospitals

Company Website: <http://www.springhealth.com/>