

JOB DESCRIPTION

Job Title: Regional Associate Sales (RAS) - Hospice
Reports To: Senior RDS (SrRDS)
Location: Remote
Classification: Exempt

SUMMARY

The Hospice Regional Associate Sales (RAS) is responsible for cold calling and penetration into hospice markets targeting the Administrator/Director or the CEO, CFO or COO levels, depending on the size of the entity. They will have a territory and call plan defined by the SrRDS.

PRINCIPLE RESPONSIBILITIES (include but are not limited to):

The Regional Associate Sales (RAS) must be committed to investing a significant portion of their time on the phone qualifying opportunities and traveling to meet with decision makers. The RAS will also be responsible for gathering the pertinent information for analyzing requests for proposals, creating presentations, presenting for group settings, and closing business with more than one decision maker. The RAS must have a sense of urgency and understand that success for the role is predicated on meeting a personal sales quota.

KNOWLEDGE, SKILLS, AND ABILITIES

Excellent presentation skills required, along with strong verbal and written communication skills. Ability to work in a fast-paced environment. Demonstrated flexibility and ability to adapt to a changing work environment. Excellent planning, time management, and organizational skills. Demonstrated leadership ability. Familiarity with Word, Outlook, and PowerPoint. The RAS must be highly motivated, self-driven and be a new business closer.

EDUCATION AND EXPERIENCE

Associates or Bachelor's degree strongly preferred. 3+ years of sales goal attainment in healthcare industry with complex sales in areas such as Hospice Administration, Healthcare Consulting, Healthcare IT, or PBM.

PHYSICAL DEMANDS

Requires extensive travel, sitting, standing, and occasional light to medium lifting

I confirm that I meet or exceed the educational and experience requirements set forth herein.

Print Name

Signature

Date