

VigiLanz®

Position: Business Development Representative

Department: Sales

Hiring Manager: Walker Hale – Vice President of Global Sales

PURPOSE OF JOB

Join a rapidly growing healthcare software company providing real-time, clinical decision-support and patient safety software to some of the most prestigious hospitals in the country. As a Business Development Representative (BDR) you will increase VigiLanz' revenue and market presence through effective prospecting into past, current and targeted customers. You will achieve growth objectives through outbound brand promotion, inbound lead response and relationship building. You will evaluate customers' needs, and support the sales POD to co-develop a territory strategy to reach revenue targets. The position reports to the VigiLanz' VP of Global Sales.

MAJOR DUTIES AND RESPONSIBILITIES

- Achieve pipeline growth objectives through prospecting, lead response and relationship building with regional hospitals in defined territory.
- Partner with assigned Regional VP to identify and prospect into priority accounts
- Identify and qualify business opportunities by identifying key decision makers, stakeholders, and overall scope of opportunity
- Develop new account relationships beyond current customers
- Provide monthly target forecast and quarterly reviews for assigned territory
- Demonstrate ability to open new account opportunities and conduct ongoing market research to identify future targets.

EXPERIENCE REQUIREMENTS

- 2 years experience selling Healthcare or B2B software solutions
- Bachelor's Degree preferred, or equivalent combination of education, training, and experience.
- Experience selling to C-Suite roles including CFO, CIO, CISO
- Possess a strong understanding and discipline to work within a CRM, preferably Salesforce.com
- Tenacious desire to learn and succeed in a changing healthcare environment
- Excellent written/spoken communication and presentation skills.
- Acute attention to detail and ability to track and deliver on tactical needs of the team.
- Proven record of thriving in a remote work environment

Please send resume to:

Peggy Prideaux, Director of Human Resources

pprideaux@vigilanzcorp.com