

DIRECTOR OF BUSINESS DEVELOPMENT

Experience rapid growth and continued innovation in business process outsourcing with one of Inc. magazine's 500 fastest growing private companies in America. With CareNet growing over 500% since 2005, and continued significant growth on the horizon, you have the opportunity to join a select team of driven, passionate professionals.

For more than two decades, CareNet has delivered exceptional *personalized health support* on behalf of our prominent national healthcare clients. Focused exclusively on healthcare, our suite of products and services that supports more than 80 companies with nearly 10 million members nationwide, has a significant impact on our clients' acquisition, retention and care management strategies. Clients truly value the partnership they experience with CareNet and are very loyal. Many relationships span 10 years or more.

A newly created position, this is an ideal opportunity for a highly motivated, committed and experienced individual to be a key player in CareNet's growth strategy. Our goal is to deliver tangible-specific results to assist our partner clients in growing their business. You will be presenting CareNet's unique value proposition to leading national healthcare companies. You will join a roster of accomplished sales executives, manage C-level relationships, and enjoy a lucrative compensation structure. Extensive healthcare sales experience with a consultative approach and the ability to successfully negotiate multimillion dollar contracts are vital differentiators.

Crucial to CareNet's growth, the Director of Business Development is highly visible, drives the growth of our company, and earns a competitive base salary and generous commission plan with minimal travel and a virtual home office.

High-Level Responsibilities:

- Provide a consultative sales approach to prospects throughout an extended sales cycle (12 months+)
- Maintain a consistent level of sales activity via phone, e-mail and web conferencing (WebX)
- Cultivate assigned leads coming from various channels such as publications, online advertising and trade shows
- Sell healthcare contact center services directly to new prospects and through strategic partnerships
- Develop and execute annual sales plans
- Represent CareNet at various trade shows throughout the year
- Create, develop and conduct sales presentations to new prospects
- Direct and deliver deals, facilitating client transition to the Client Services Team after the sale.

High Level Qualifications:

- 5-7 years sales and business development experience within the national healthcare industry is required
- Bachelor's degree from accredited college/university or equivalent experience desired
- Demonstrated track record of lead generation, business development and execution with C-suite required
- Exceptional oral and written communication skills with strong presentation capabilities are required
- Proven track record of selling a multimillion dollar healthcare product or service on a national basis
- Excellent at discovering new opportunities and very comfortable with "opening new doors and relationships"
- No relocation required; Virtual home office
- Only occasional travel is required.

For consideration, please email your resume to salesjobs@callcarenet.com .