

# Sales Specialist



## Who are we?

Caregiver Solutions is a start-up recruiting agency designed to partner with senior homecare agencies to grow their business through supplemental caregiver recruiting. As with many industries today, home health has been severely affected with a shortage of staffing. The Caregiver Solutions service provides professional and qualified caregivers to home care agencies nationwide. We've learned that staffing is not a numbers game — it's a relationship-building business. That's why we put an emphasis on listening, guiding, and matching. With a team of experienced recruiters, we offer a service that will reduce the stress that comes with the ongoing search for caregivers in home health agencies.

## What are we looking for?

Caregiver Solutions is looking for a dedicated and professional **part-time (15-20 hrs./week)** sales specialist to transform the B2B sales strategy for Caregiver Solutions. As Caregiver Solutions grows it is important that we have a strategic and refined sales strategy in place to propel our services forward. The individual selected for this position will need to be able to learn and have a complex understanding of Caregiver Solutions and the services provided. This individual will be responsible for designing and successfully implementing a sales strategy for Caregiver Solutions. Additionally, this hire will need to have strong verbal and written communication skills, as well as the ability to work independently.

This position will provide a unique opportunity to be a pivotal member of a growing company. Additionally, this position will allow someone to showcase their professional seeing abilities as well as have full autonomy to develop a B2B sales strategy for Caregiver Solutions. The position is located in Waco, TX (we are flexible with remote work) – *Compensation discussed upon interview.*

## Job Description in Brief:

- Have a complex understanding of Caregiver Solutions and the services provided.
- Design and successfully implement a sales strategy for Caregiver Solutions.
- Research locations that have an adequate caregiver population.
- Have strong verbal and written communication skills.
- Cold call and develop relationships with senior care service entities.
- Ability to work independently.