Entry Level Sales Representative

Optimum Healthcare IT is looking for recent college graduates interested in joining our team as Jr. Sales Representatives in the Healthcare Information Technology Industry. Our Optimum CareerPath training program provides you with the tools and training needed to ensure your success in an entry level sales position.

Accepted applicants will be hired as full-time employees and will begin a 12-week training program followed by a 2-year contract as a Jr. Sales Rep. for Optimum Healthcare IT.

This is a remote role that requires the ability to travel to various client locations.

**ESSENTIAL FUNCTIONS**
- Supporting outside sales reps with various account management duties including vendor portal management, internal data maintenance, assisting in preparation for sales presentations and various reporting.
- Collaborate with team members by drafting and advising on a variety of Statements of Work.
- Manage orders and submissions through the Applicant Tracking System.
- Participate in meetings to develop and deliver presentations, operational calls and meetings for business development.
- Identify, research and contact prospective customers.
- Uncover sales leads by high-volume cold-calling C-suite healthcare contacts
- Perform other duties as assigned to support the sales operation process and engage with new prospective healthcare clients
- Generate leads, secure new introductions with clients and grow your book of business.

**REQUIREMENTS**
- Bachelor’s degree required in sales, healthcare or business
- Strong verbal and written communication skills
- Proficiency with MS Office and Google Suite
- Strong organization skills
- Flexibility and capability to take on special assignments/projects as directed by Sales Leadership
- Superb analytical and time management skills required
- Ability to work independently
- Up to 50% travel

**Job Type: Full-time**

Optimum is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances.