

BUSINESS DEVELOPMENT REPRESENTATIVE

At J2 Health, we know that healthcare is complicated and falls short of the experience and outcomes consumers deserve. J2 exists to enable higher value healthcare. We are a team of industry insiders and technologists laser focused on transforming a critical, and underserved part of the ecosystem - provider networks.

As individuals, it's difficult to find the right doctor that meets our medical and personal needs, at affordable costs. Doing their best with unreliable data and disjointed manual processes, healthcare organizations struggle with this too as they decide which doctors should be included in-network on our health insurance plans.

J2 Health brings together best in class data and purpose built software to enable healthcare organizations to optimize provider network performance. We use our technology to power healthcare's best networks and deliver highest value care to patients.

We recently raised a \$4.5M seed round led by Primary Ventures, Tiger Global and BoxGroup and are looking for early team members interested in building a mission driven healthcare company and are not afraid to get their hands dirty.

In this role, you will serve a potential customer's first point of contact. From traditional outreach to more creative approaches, you will identify opportunities and guide them through the sales pipeline. This role reports directly to the Head of Sales and Marketing.

Responsibilities:

- Generate a sales pipeline through prospecting efforts that include leading inbound calls and email campaigns, cold calling, and virtual meetings
- Research general industry trends to uncover new customer and partnership opportunities
- Supports Sales and Marketing initiatives to create community around thought leadership
- Create and contribute to a feedback loop to help us better improve our product

Qualifications:

- 1-3 years of B2B sales experience; you understand the basics and are ready for your next challenge!
- Strong communications & interpersonal skills

- Ability to breakdown complex healthcare topics into easy-to-understand terms
- Desire to learn the ins and outs of the healthcare B2B space
- Very organized and able to work autonomously

Please send your resume to recruiting@J2health.com to apply.

Interested? J2 Health is committed to building a diverse and inclusive workplace. It is proven that women and people of color are less likely to apply to a job unless they meet 100% of the qualifications. If you're excited about the role's responsibilities (and feel that you'll knock it out of the park) but don't have the exact qualifications listed, we encourage you to apply!

J2 Health provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, or veteran status. In addition to federal law requirements, J2 Health complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company operates. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. J2 Health expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, national origin, age, disability, or veteran status.