

BUSINESS DEVELOPMENT AND PACE/LIFE NAVIGATOR IN SACRAMENTO, CA

THE BUSINESS DEVELOPMENT REPRESENTATIVE AND PACE/LIFE NAVIGATOR IS RESPONSIBLE FOR ALL SALES ACTIVITIES TO ACHIEVE REFERRAL AND CONVERSION GOALS IN THE ASSIGNED TERRITORIES TO SUPPORT INCREASING THE FUNNEL AND PIPELINE TO REACH CENSUS GOALS. THE BUSINESS DEVELOPMENT REPRESENTATIVE AND PACE/LIFE NAVIGATOR SHALL HAVE DOTTED LINE REPORTING TO THE REGION DIRECTOR OF BUSINESS DEVELOPMENT AND ENGAGE REFERRAL CHANNELS AND SOURCES FOR THE ACHIEVEMENT OF REFERRAL AND CONVERSION GOALS.

ABOUT OUR COMPANY:

With over 20 years of experience in supporting corporate and federal recruitment, workplace mentoring, and technology accessibility initiatives, Bender Consulting Services, Inc. is the leading national expert in disability employment solutions for private and public sector employers. To learn more about how to start your career with Bender Consulting Services, Inc., please visit our website at www.benderconsult.com.

HOW TO APPLY:

To apply for consideration for the following career opportunity for people with disabilities, please visit www.benderconsult.com/careers/submit-resume and complete the electronic form.

POSITION DESCRIPTION:

- Promotes the Marketing/Sales Plan and achieves referral and conversion goals.
- Develop and execute the sales strategy of assigned territory for the Program of All-inclusive Care for the Elderly (PACE) program.
- Creates and conducts effective proposal presentations.
- Develops and maintains regular contact with referral sources and documents communication in regards to; type of contact, follow-through, and results for the assigned territory and business line being worked.
- Develops, manages and maintains the companies CRM for qualified leads through referrals, telephone canvassing, face to face meetings, cold calling, email and networking. Prospects new leads based on research.
- Creates strong relationships with referral sources in order to effectively educate others regarding PACE services offered by using technical selling skills and product knowledge.
- Identifies the customer/referral need, matches the need to the value of the companies PACE services offered and then asks for the referral and/or sale based on strong listening skills and the ability to empathize with the customer.
- Participates and contributes to the development of PACE related educational programs offered to referral sources, prospects and company employees.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales and follow up.
- Reports on goal attainment and performance on a weekly basis.

QUALIFICATIONS:

- Bachelor's degree in Human Services, Business, Marketing or a related field from an accredited college/university
- Three (3) years of proven successful sales and marketing.
- Two (2) years of recent experience as it relates to seniors, the healthcare field, health care management, managed care or nonprofits; or equivalent combination of education and experience
- Must be computer proficient and possess experience with Microsoft Word, Excel, and Outlook.
- Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations.
- Able to analyze data and statistics and draw reasonable conclusions and compile accurate reports.
- Experience and skilled in using CRM database systems.
- Ability to read, analyze and interpret regulations and other documents.
- Strong interpersonal skills and ability to effectively and tactfully present information to, and communicate with, co-workers, employees, and others.
- Ability to read and write memos, reports, and correspondence that conform to prescribed style and format.
- Ability to define problems, collect data, establish facts, and draw valid conclusions.
- Bi-lingual-Spanish, Russian, Punjabi or Hmong Preferred