



Sales Development Representative Role

My One Medical Source® (MOMS) is a rapidly growing software-as-a-service (SaaS) healthcare solution that provides access to medical lab testing sites and specialists. MOMS connects those who need their blood drawn with the skilled labor that can perform phlebotomy and other lab collections. As a **Sales Development Representative** you will be helping facilities gain access to a new stream of potential patients and increase their revenue on services they already perform and labor they already have in place, all at no cost to them.

A typical day as a Sales Development Representative:

Based in our Westlake, OH office, the Sales Development Representative will be tasked with growing the MAP: Medical Access Point/Provider™ network. Now in our third year of operations, MOMS is comprised of a small team with a huge opportunity. As such, all employees wear many hats. The Sales Development Representative is expected to learn and understand the MOMS platform so he/she can perform account management, as well as platform demos to prospective MAPs. Outreach (calls, emails, etc.) will be made to contacts from our extensive pipeline, but other lead generation is welcomed. No one has ever done what My One Medical Source® (MOMS) is doing. This is an opportunity to have a direct impact on a company's growth and change the future of medical testing.

If you have the following, you may be a great fit:

- A Bachelor's Degree.
- Two years' experience in sales, customer service, or account management. Healthcare experience is preferred.
- Excellent verbal and computer skills with the desire to communicate with clients and prospects most of each workday.
- Time management skills, punctuality, and accountability.
- Ability to communicate clearly and educate new and existing clients on the MOMS platform, including an onboarding process, new feature announcements, and administrative processes within the software.
- Ability to capture, track and proactively manage our CRM to allow for a highly effective experience both for the client and company needs.
- Experience using remote presentation software (Google Meeting, Zoom, etc.).
- Strong listening and conversational skills.
- Interest in working for a start-up with rapid growth and the ability to work in a self-directed entrepreneurial environment.

To apply, email your resume to: careers@myonemedicalsource.com.

*The Sales Development Representative position is a full-time, **in-office opportunity** at our office in Westlake, OH. My One Medical Source® (MOMS) is an Equal Opportunity Employer. Benefits available include medical/dental/vision.*