



ACCOUNT/SALES REPRESENTATIVE

As the public face of the company, this person is responsible for developing sales opportunities through making cold calls, networking, and following up on marketing leads. This person educates customers on the benefits of the company's offerings. This person continuously updates his or her knowledge of company products, services, and policies and connects them to target customers. This person is on the front line of communication to customers, handling questions and concerns before and after a sale is made. Selling, deploying software, and providing customer service are the main job functions of this role.

Responsibilities

The account/sales representative:

- Develops sales opportunities, which include identifying targets, strategy, and execution according to goals
- Sells in the following major markets: Hospitals, Medical Systems, FQHCs, Professional Physician Organizations, Military, and Government
- Works with the marketing department to develop messaging and strategy continuously
- Manages the companies CRM and keeps reports up to date
- Calls and emails prospects in a methodical way as defined by best practices to convert leads to demos, opportunities, and closes
- Researches inbound leads and adds relevant information to maximize conversion success
- Attends conferences to generate leads
- Writes and negotiates proposals to clients
- Seeks for and completes RFI's and RFP's
- Constructs sales pitches and presentations
- Relays feedback to marketing and technical teams
- Advises customers on technical matters, including the installation of Adyptation's software
- Sells to current customers and increases user-retention rates by helping customers maximize the use of our software

Experience

This person must:

- Have at least two years of related professional work experience
- Have a record of quantified achievement in building out and executing sales strategies in complex organizations
- Have a record of meeting sales goals that can be quantified by meeting and exceeding numbers
- Be a credible peer working with MDs, senior hospital officials, and government entities
- Have experience with selling medical software or a similar product
- Have at least two years using CRM
- Enjoy building relationships and finding common ground with prospects

Bonus Qualities

It would be nice for this person to have:

- A background in nursing or a related field
- Already developed a network
- Knowledge of either chronic care management or the nursing industry



ADYPTATION

We are looking for team members who:

- Are excited about our mission and are aligned with our values
- Love learning, growing, and who can adapt to change
- Communicate effectively
- Take ownership and responsibility over their work
- Are driven toward excellence
- Want to add value to the world and participate in meaningful work
- Enjoy collaborating with a team and value the contribution of others
- Are kind
- Enjoy working in an outcomes-driven environment

Benefits

Join our team, and you can:

- Be a part of a passionate team solving meaningful problems in healthcare
- Get involved on the ground floor with a younger business
- Be a key team member and shape the development of our company

Our team members enjoy:

- Medical, dental, and vision coverage (75% paid by the company)
- Paid vacation and holidays
- Flexible work options, including early or late hours and remote work

About Us

Adyptation is a young, fast-growing business located in Miamisburg, OH. We provide software and data analytics for healthcare providers to support patient health tracking and ongoing care management. We specialize in transforming data into insights for difficult-to-manage conditions like autoimmune disease.

Our Vision

We envision a world where underserved patients receive precise care and are restored to engage fully in their lives.

Our Mission

Our mission is to improve the treatment and diagnosis process for difficult-to-manage conditions like autoimmune disease. We develop solutions to capture insights on patients' health that lead to more precise and effective care.

Our Values

Blaze New Trails

We are not satisfied with the standard way of doing things. We want to play a part in creating a new world. We take risks and venture into uncharted territory.

Enjoy the Journey

We take on challenging problems that require significant time and effort to solve. We are committed to making consistent progress and celebrating the journey along the way.

Benefit Others

We are committed to being responsible stewards and serving our employees, customers, investors, partners, and communities. We are passionate about generating a net-positive effect in healthcare by improving patient quality of life and reducing the economic burden of care.