



Business Development Representative

MEDarchon, an innovative healthcare software firm within the patient-centric, secure communications market, is growing. We seek ambitious individuals who have a solid work ethic, are independently driven, and possess strong analytical skills. MEDarchon offers competitive salaries and rewards individual performance when accomplishing team goals. At MEDarchon, superior performance leads to superior compensation. We are currently seeking a Business Development Representative for our team in Nashville, Tennessee, to help generate new sales opportunities.

Position Summary

Reporting to the Director of Sales at MEDarchon, your primary responsibility is to identify and generate sales opportunities. Individuals who thrive in this role are high-energy, curious and who strive for success in a competitive environment. The Business Development Representative will work closely with Sales Leadership in developing and executing sales strategies and campaigns and will be responsible for generating leads, qualifying opportunities, and securing new business relationships. An advancement path is available for high performers.

General Responsibilities

- Develop and qualify new sales opportunities.
- Train to be proficient in understanding MEDarchon's QUARC products and services
- Schedule product demos and discovery calls for Business Development.
- Facilitate required meetings for prospects.
- Meet and exceed established sales targets including calls per day, demos per month, and revenue targets
- Accurate and up-to-date entry into Company's CRM system and registration of leads and/or prospects.
- Understand evolving business landscape and effectively articulate product value proposition to prospective clients.

Job Requirements

- Bachelor's degree
- Minimum of 1 year of sales experience.
- Self-motivated, self-directed and competitive with strong organizational and interpersonal skills.
- Proficient and demonstrable experience in prospecting and qualifying.
- Experienced in objection handling and negotiating.
- Proven ability to work collaboratively with colleagues to create a results-driven, team oriented environment
- Good computer skills, specifically Google or Microsoft Office Suite.
- Highly personable with great phone presence as well as strong verbal and written communication skills.
- Smartphone savvy

Candidates must be able to work full-time in the United States. MEDarchon will not sponsor work visas.

MEDarchon is an Equal Employment Opportunity Employer.