



Business Development Manager Internship:

The Business Development Manager is directly responsible for patient acquisition, and other projects as assigned. This may include visiting physicians, schools, hospitals, discharge planners, and any other entity or individual that may have the potential to refer a client or employee to Cole Health. This position is responsible for educating the community in what Cole Health has to offer to include all aspects of services. This position must illicit cooperation without having direct line supervision. The success of this position lies directly in the ability of the Business Development Manager to educate and motivate customers to choose Cole Health services. The Business Development Manager reports to the Vice President of Sales& Marketing.

FLSA Status: Non-Exempt, Salaried

The following is a summary of essential functions of the Business Development Manager. Specific functions may change. These functions include:

Operational Responsibility

1. Procure patients for admission to Cole Health.
2. Engage and educate the community on the Company's unique selling points and value proposition.
3. Participate in Community events when applicable to the services offered.
4. Represent Cole Health in a professional, ethical and respectable manner.
5. Cooperate fully with colleagues in order to ensure referrals & admissions are coordinated in a timely and efficient manner.
6. Prepare and submit weekly reports that may include weekly calendar and end of the week summary.

7. Demonstrate effective time management in order to prioritize calls in order to effective and efficient in procuring referrals
8. Be prepared for every call with information, marketing materials, etc.
9. Procure physician satisfaction reports and summarize findings.

Other Responsibilities That May Be Assigned

1. Carry out any other projects assigned by the President and Vice President of Sales.

Qualifications:

- Be able to effectively communicate unique selling points of Cole Health to potential referral sources in order to receive patient referrals to Cole Health.
- Have the ability to organize, analyze, record, disseminate, and maintain applicable reports, logs, and profiles related to sales and marketing of Cole Health.
- Possess excellent interpersonal, communication, and presentation skills which are essential in the presentation and motivation of potential clients to utilize Cole Health.
- Must demonstrate excellent organization and time management skills and the willingness to travel in order to carryout above functions.
- Must be a team player.
- Must be dependable, friendly, outgoing and polite.
- Medical Sales Experience Preferred
- Microsoft Office Experience required
- Bachelors Degree preferred (or degree in process)

Interested?

Either apply online at www.colehealth.com/careers or email the Senior Recruiter directly at heather.stewart@colehealth.com.