

Job Title: **Business Development Manager**

JOB SUMMARY

The Business Development Manager (BDM) will be a part of our Business Development team which is a critical part of the growth of the organization. BDMs work to drive brand awareness and build lasting relationships with various providers and support staff within their assigned territory. As a BDM, the overall goal is to generate referrals and growth within the assigned territory by building relationships, coordinating marketing activities, and using a consultative sales approach.

ESSENTIAL FUNCTIONS

- Make daily calls to prospective referral sources
- Develop strong relationships with referral sources and support staff in the area
- Maintain friendly, cordial relations with all clients and employees
- Drive referral and evaluation growth in your assigned territory
- Communicate effective marketing information to referral sources and maintain records
- Participate in market and competitive analysis as needed
- Drive brand awareness by coordinating marketing activities
- Development of campaigns and overseeing promotional events
- Develop and maintain accurate, current database of industry contacts for mailings
- Prepare reports regarding sales activity as requested
- Participate in sales trainings as needed
- Use and maintain data in CRM system
- Comply with Recovia's standards of operations and adhere to Core Values of the Company.

SKILLS & QUALIFICATIONS

- Bachelor's Degree required.
- 2+ years of B2B sales or Healthcare experience
- Current and valid state driver's license required
- Must comply with Recovia's driver insurance minimums per Recovia policy
- Ability for innovation, problem solving, creativeness, laughter, flexibility, and having fun.
- Strong computer skills, especially Microsoft Office (Word, Excel, PowerPoint)
- Effective time management, organization, and leadership skills