



HOME HEALTH SALES SPECIALIST

Advanced Nursing + Home Support is seeking RN's with hospital, nursing facility or home health care experience to join the sales and marketing team of a local, family owned home health care agency.

Advanced Nursing + Home Support is committed to providing expert and compassionate care to every client. By engaging the highest quality health care professionals, and by providing exceptional service at every level, we have earned a reputation as a trusted local leader in the industry.

From the initial contact to a comprehensive needs assessment with our clients and their families, we will then design a plan of care with the best interests of our clients and their families in mind. Our staff works to deliver care that allows our clients to thrive in place and live with dignity, fulfillment and purpose.

The position requires the development of new revenue streams by accessing hospital case managers, and care management companies, as well as developing relationships with Independent Living and Assisted Living communities. If this is you, please apply now by attaching your resume and cover letter, in PDF format, and email to LorettaL@advancedhomesupport.

Essential Job Responsibilities (not limited to):

- Be educated on the products and services offered, and have the ability to clearly articulate those to a variety of audiences.
- Call on doctor and specialist offices, hospitals, skilled nursing facilities, discharge planners, and case management companies.
- Analyze and evaluate the effectiveness of sales, methods, costs, and results.
- Oversee and verify reporting of sales and marketing activities, including leads generated and tracking reports, new clients, and new prospects.
- Create, maintain and service list of referral prospects.
- Create, maintain and service list of current referral facilities and staff.
- Create, maintain and service a plan of action to visit current referrals and new prospects.
- Maintain inventory for marketing materials.
- Create weekly and monthly calendars with plan of action visits, meetings, and appointments.
- Think "outside the box" to market ANHS and create new business lines.
- Participate in the process of creating new marketing initiatives and tools.
- Other duties as assigned.

- Attend a variety of networking events to increase and maintain involvement in the community. These may fall outside of regular business hours (evenings and weekends).
- Educate medical community and other industry professionals on available products and services through various programs and in-services.

QUALIFICATIONS:

- Registered Nurse (RN) with a minimum of three (3) years of experience in the healthcare industry; Preferably Home Health Experience
- Working knowledge of home healthcare industry.
- Computer literacy including CRM experience and Office 365 use.
- Ability to travel within sales area.
- Must have a reliable vehicle with current license and insurance.
- Must pass a background check.
- Ability to lift 25 pounds.
- Ability to work independently with minimal supervision.
- Self-motivated and outgoing.
- Articulate both verbally and in writing.

Job Type: Full-time

Salary: Commensurate with experience

Work Location:

- One location
- On the road

Benefits:

- Health insurance
- Dental insurance
- Vision insurance
- 401k
- Paid time off

Paid Training:

- Yes

Management

- Key Leader

This Job Is Ideal for Someone Who Is:

- Dependable -- more reliable than spontaneous.
- People-oriented -- enjoys interacting with people and working on group projects.
- Innovative -- prefers working in unconventional ways or on tasks that require creativity.