



JOB DESCRIPTION: Sales Development Representative

LOCATION: SF Bay Area- Alameda, CA

We are seeking candidates looking to advance their careers by joining our sales development team in Alameda, California. We are committed to investing in your future by training you in sales and professional skills that will serve you well here at ReadyList or beyond. Depending on performance, our sales development professionals are promoted to account executive after twelve months.

RESPONSIBILITIES

The Sales Development Representative will be responsible for supporting the sales efforts of the ReadyList solution, including sourcing, establishing, and building relationships with enterprise customers over the phone and by e-mail. You will work at the direction of our CEO and be responsible for researching and identifying new customer opportunities, presenting our solutions to prospects and customers to increase awareness of our brand, using our CRM system to track and map customer accounts, and working to drive adoption and usage of our solutions.

REQUIREMENTS

An ideal candidate must have the following:

- A bachelor's degree with a GPA exceeding 3.3 out of 4.0
- Superior verbal and written communication skills
- Comfort with high-activity phone and e-mail prospecting
- Keen attention to detail and motivation to deliver high-quality work products
- Ability to build strong and lasting relationships with key decision makers
- Ability to work well independently and be self-motivated as well as work on a team and across functional areas of an organization
- Comfort working in a start-up environment where priorities may change weekly but are always aligned with growing a healthy business

An ideal candidate should also have the following:

- 1-to-3 years of relevant work experience in sales development and/or the healthcare industry.



WHAT YOU GET

- Rapid career advancement with strong performance
- Direct access to ReadyList leadership team
- Medical benefits package to which ReadyList contributes
- Retirement plan
- Paid vacation and major holidays off
- Flexible work arrangements

ABOUT READYLIST

ReadyList is the world's first platform to revolutionize the important work of hospital support service personnel in support of our nation's doctors and nurses. Top-ranked health systems rely on ReadyList to improve healthcare quality while driving down operational costs. We believe strongly in our mission-and values-driven culture. We are building a self-directed, engaged, and masterful team that is driven to deliver important and meaningful outcomes for our customers and their patients. Founded in 2015, ReadyList is a privately held company based in Alameda, California and Milwaukee, Wisconsin. For more information, visit readylist.com.

EEO STATEMENT

ReadyList, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. ReadyList complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

ReadyList expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability or veteran status. Improper interference with the ability of ReadyList employees to perform their expected job duties is absolutely not tolerated.