

**Job Title:** Business Development Specialist  
**Location:** New Haven, Connecticut or Greenville, SC (potential for remote)

## About Us

Our company transforms the experience and delivery of care by listening to the people involved, individually and at scale. Patient, provider, and community member perspectives are valuable, yet mostly unheard. We capture real-world perspectives via our HIPAA-compliant, mobile-responsive digital solutions – PatientWisdom, ProviderWisdom, CommunityWisdom – and distill the information into meaningful, actionable insights to help health organizations become more responsive and successful.

We love what we do. We're looking for hard-working, fun, creative people who share our passion, want to be part of a culture that integrates professional and personal growth with helping others succeed, and are excited about creating a better healthcare future.

## Job Description

The Business Development Specialist to make outbound calls and handle email and written follow-up to potential clients, with a focus on generating interest in our solutions that leads to meetings/demos. The ideal candidate is assertive, motivated, and very comfortable making professional/personable phone calls.

This is a position designed for upward growth within PWInc. The ideal candidate has some experience in sales and/or healthcare, but our key criterion is both desire and proven ability to proactively learn and contribute. All candidates must possess personal drive, excellent oral and written communication skills, and strong organization skills. Reporting directly to the Director of Sales, the Business Development Specialist will:

- Proactively facilitate PatientWisdom operations, with a focus on organization so processes run smoothly and efficiently, and details are not overlooked
- Identify target accounts
- Identify key individuals in the target accounts
- Leverage Social Media platforms as a business tool to develop relevant background information
- Contact individuals in healthcare organizations by phone to provide information about PWInc
- Arrange demonstrations and meetings with prospective clients
- Conduct appropriate follow-up (e.g., via email)
- Update and document activities in Salesforce
- Maintain clear communication with Director of Sales and all members of the PatientWisdom team
- Proudly and professionally represent PatientWisdom in all efforts
- Contribute to the overall success of PatientWisdom via other duties, as directed by leadership

## Additional Responsibilities

- Work in a fast-paced Agile environment
- Maintain Lean thinking and management
- Promote design thinking (human-centered design)
- Share ideas for improvement in a positive, constructive manner
- Apply problem solving skills
- Complete tasks on time, on budget, and according to expectations
- Contribute positively to the success of the company and teammates

**Required Skills & Qualifications**

- Bachelor's degree
- Clear interest in healthcare
- Ability to communicate and interact effectively with team members, as well as members of the public, patients, providers, and administrators
- Highly motivated – a natural self-starter
- Outgoing and friendly – a great listener that people want to talk with
- Excellent communication skills: oral, written, facilitation, and presentation
- Demonstrated ability to manage and organize work
- Capable of prioritizing and appropriately multi-tasking
- Proficient in MS Office Suite and Google Docs

**Desired Skills & Qualifications**

- Experience working in a healthcare-oriented organization
- Experience working in sales
- Proficient with Salesforce

PatientWisdom, Inc. is an equal opportunity employer.

For more details, or to apply, contact PatientWisdom, Inc. via [info@patientwisdom.com](mailto:info@patientwisdom.com)