



## **Sales Development Representative - Healthcare Revenue Cycle (Commission + Equity)**

### **About Us**

We are a boutique coding and auditing firm specializing in healthcare revenue cycle optimization. After establishing a strong foundation in the market, we're embarking on an ambitious growth trajectory. We're seeking a driven, results-oriented Business Development Representative to join our team as an independent contractor and help fuel this expansion.

### **Role Overview**

As a Business Development Representative, you'll identify and pursue new business opportunities within the healthcare revenue cycle space. You'll leverage your industry knowledge and connections to build our client portfolio while enjoying uncapped commission potential and a pathway to equity in our rapidly scaling company.

### **Key Responsibilities**

- Develop and execute strategic sales plans to meet aggressive growth targets
- Build and maintain a robust pipeline of qualified healthcare organizations
- Conduct consultative needs assessments with potential clients
- Deliver compelling presentations and demonstrations of our coding and auditing solutions
- Negotiate contracts and close deals independently

- Maintain deep knowledge of healthcare revenue cycle challenges and our competitive advantages
- Provide market intelligence to inform product development and company strategy

## **Qualifications**

- Proven track record in B2B sales, preferably in healthcare revenue cycle management or adjacent fields
- Experience selling to hospitals, health systems, or medical groups
- Strong understanding of healthcare billing, coding, or auditing processes
- Self-motivated with exceptional time management and organizational skills
- Consultative sales approach with the ability to understand and articulate complex value propositions
- Excellent communication and relationship-building abilities
- Entrepreneurial mindset with comfort working in a high-growth environment

## **Compensation & Benefits**

- Commission-based compensation with uncapped earning potential
- Performance-based equity opportunities for exceptional contributors
- Flexible remote work arrangement
- Access to company resources and support systems
- Opportunity to join a company with substantial growth potential and industry momentum

Ideal candidates will be comfortable with an independent contractor arrangement and motivated by the significant financial upside available through our commission structure and equity pathways. This role is perfect for a self-starter who thrives in autonomous environments while contributing to ambitious team goals.

If you're ready to capitalize on the growing demand for healthcare revenue cycle expertise and play a pivotal role in our expansion journey, we want to hear from you.