

Sales Consultant

About TruDataRx:

TruDataRx was founded by two entrepreneurial Dartmouth Alumni who sought to solve the problem of skyrocketing prescription drug costs. TruDataRx, Inc. uses objective clinical data to help clients improve the clinical efficacy and reduce the costs of pharmacy benefits for its members. We are independent from all players in the pharmaceutical supply chain, enabling us to serve our clients objectively. We value the following characteristics:

- *Entrepreneurial* – we get things done with resources we don't control and embrace the challenge of having multiple paths forward and no right answer
- *Humility* – we are confident in our abilities, but have deep comfort in knowing when we don't know the answer and ask questions to solve problems
- *Collaboration* – we understand the power of teams, and listen attentively, respond respectfully, and iterate based on collective views
- *Intellectual Curiosity* – we get excited about new and different ideas - both our own and others - and are motivated to find better ways to make things successful

About the Role

****NO EXPERIENCE NEEDED**** If you are entrepreneurial, curious, and ready to learn how to utilize a sales process to impact the world of pharma while also reaching your financial goals, then this is a great opportunity for you!

Sales Consultants will need to live in the Upper Valley (near Norwich, Vermont) area for the first year of employment, and will work very closely with the sales team, as well as with cross-disciplinary mentors throughout the Company, to experience in-depth sales training and real-world experience.

Responsibilities

- Work closely with the Sales team to develop and nurture existing client and prospect relationships
- Develop new relationships using personal contacts and cold outreach
- Conduct initial and follow-up outreach to target accounts
- Create, edit, and deliver technical, educational, and entertaining presentations
- Model, project, track, and optimize the marginal value of sales activities and opportunities
- Develop proficiency in customer resource management and lead generation software
- Abide by all obligations under HIPAA related to Protected Health Information (PHI) as well as Company policies.

Qualifications and skills:

- A significant interest in entrepreneurship and business
- Highly motivated by bonuses and commissions
- Ability to learn quickly and follow established processes with careful attention to detail
- Ability to solve problems and develop new processes with limited information
- High proficiency in Excel and Google Suite products
- Superior presentation and communication skills, both written and verbal, or ability to learn and develop superior skills.
- A dynamic and energetic personality.
- Bachelor's Degree required.
- Driver's license required.
- Ability to travel as needed.

Contact information:

- Send resume and short description of your interest in this role to careers@trudatarx.com

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.