

Job Title: Partnership Development Specialist
Department: Business Development

Desired Outcomes:

- ✔ Achieve Studer Group's annual target for revenue recognition derived from new sales of coaching partnerships
- ✔ Grow total sales in excess of 10% annually
- ✔ Win more than 33% of business development opportunities
- ✔ Decrease sales cycle by 10% annually
- ✔ Achieve rating of 4.9 on handoff of new partnerships to the coaching team, as measured by account leaders via the BD Handoff Survey
- ✔ Maintain 100% accuracy in CRM reporting with zero exceptions to the sales and Start-Up Phase process

Duties and Responsibilities:

- ✔ Prospect and win organic sales of coaching partnerships within healthcare delivery organizations, to include hospitals, systems, physician practices, long-term care, home health and end of life care organizations
- ✔ Create workplans and pro formas to effectively resource new coaching partnerships
- ✔ Partner with BD team members, marketing, coaching and speaking to ensure effective use of resources and a seamless customer experience across divisions of Studer Group
- ✔ Travel to SG Institutes and industry conferences for networking, development and relationship building with new/recent leads
- ✔ Track all business development activities in CRM and utilize CRM software according to "10 Pipeline Management" Standards
- ✔ Actively participate in BD team calls and meetings

Knowledge, Skills and Abilities:

- ✔ Minimum of Bachelor's degree or equivalent combination of education and experience
- ✔ Master's degree in business or healthcare administration preferred
- ✔ Minimum of 5 years experience in business development or sales, or a combination of 10 years of experience in business development/sales, healthcare industry and/or Studer Group tools and tactics
- ✔ Executive presence, to be able to establish credibility and rapport with CEOs and Board members
- ✔ Excellent speaking skills, both in small groups and large audiences
- ✔ Strong business writing skills
- ✔ Previous experience using a CRM system a plus
- ✔ Thorough understanding of Microsoft Outlook, Word, Excel and PowerPoint
- ✔ Ability to read, write and speak the English language with proficiency
- ✔ Ability to provide exceptional customer service
- ✔ Ability to pay close attention to details
- ✔ Strong follow-through and follow-up capability
- ✔ Ability to handle multiple leads with a high degree of accuracy

Physical Requirements:

- ✔ While performing the duties of this job, the employee is regularly required to use hands, and is required to talk and hear.
- ✔ The employee is frequently required to stand, sit, and walk.
- ✔ Ability to stand for 8 hours at a time
- ✔ Ability to sit for 8 hours at a time
- ✔ Ability to navigate from airport terminal to terminal
- ✔ Ability to navigate throughout conference event
- ✔ The employee may occasionally be required to reach with hands and arms.

- ▼ Ability to pull 50 lbs luggage through the airport
- ▼ Ability to place luggage in overhead compartment (Lift up to 50 lbs. overhead)
- ▼ Specific vision abilities required by this job include close vision, peripheral vision, and ability to adjust focus.
- ▼ Ability to sit, type, and view a computer screen up to 8 hours at a time
- ▼ Ability to use telephone / headset for up to 8 hours at a time
- ▼ Ability to rent and drive a car
- ▼ The physical demands described above are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Job Location:

- ▼ Can be home officed; Pensacola, FL preferred
- ▼ This role requires extensive travel

Job Status: Exempt

Salary: 90-95K plus 30% incentive potential