

BUSINESS DEVELOPMENT ASSOCIATE

InSight + Regroup – Sales Team

Organization Overview

InSight + Regroup is the leading and largest telepsychiatry service provider in the US with a mission to transform access to quality behavioral health care. InSight + Regroup serves hundreds of organizations and individuals in various settings across the continuum of care with its on-demand, scheduled services and direct-to-consumer (Inpathy) divisions. Given its size, diversity of services and extensive experience and expertise, InSight + Regroup is uniquely positioned to enable scalable telepsychiatry programs across the care continuum. As an industry thought leader, InSight + Regroup has helped shape the field, define the standard of care and advocate for improved telepsychiatry-friendly regulations. To learn more, visit www.InSightTelepsychiatry.com and www.RegroupTelehealth.com.

Position Summary

InSight + Regroup's business development associates (BDA) are on the front line of our company's mission to improve access to care. The BDA team builds awareness for the InSight + Regroup brand through diligent research, outreach, and communication with organizations across the healthcare spectrum. Each BDA is responsible for fostering interest and developing a qualified pipeline of healthcare leads within a defined territory. This individual will be expected to be diligent in discovery and passionate in outreach, expertly shepherding contacts through the process of qualification while building engagement and excitement around the promise of telepsychiatry.

Job Responsibilities

- Conduct research to gather perspective used to make initial outreach relevant and informed
- Accomplish a high volume of outreach through video, email and phone
- Construct a prospective sales pipeline, allocating prospects and leads across the sales department
- Make cold calls to previously identified targets to solicit new business
- Initiate more in-depth meetings or calls with outside sales representatives
- Ensure that all outreach activities adhere to organizational sales objectives and requirements
- Create and maintain records of all outreach activities
- Serve as a liaison between the sales and marketing departments
- Gather a robust understanding of prospect organizations through discovery
- Convey important attributes of InSight + Regroup's value proposition to prospect on their terms
- Evaluate prospect appropriateness to advance through sales process

- Qualify opportunities based on relevant knowledge of operational realities and organizational strategy

Job Requirements

- Bachelor's degree required
- Professional written and verbal communication skills
- Ability to handle multiple projects simultaneously and work under pressure
- Strong organization and project management skills
- High energy with a strong internal motivation to succeed
- Proficient with Microsoft Office Suite and CRM platforms such as Salesforce
- Positive attitude and the ability to follow and execute on a plan
- Ability to call/cold call prospects and conduct video conference meetings

Ideal Candidate

- Behavioral health or healthcare experience preferred
- MSW or equivalent
- Experience in B2B sales, account management, or customer service
- Experience with Salesforce CRM tools

Logistics

- Position available immediately
- Multiple opportunities available, Northwest/Northeast/Southwest/Southeast
- Full-time employment
- Reports to Manager, Business Development
- FLSA Status: exempt, salary

To apply, please send your resume and customized cover letter to careers@in-sight.net