

**Job Title:**

Sales Development Officer (software solution)

Are you excited to build a company from the scratch?

You will be working with founding team.

This is a fulltime internship (6 months) opportunity with the potential for a long-term collaboration, including getting an equity stake!

This is an entry-level role with salary commensurate with this type of role and 1 week of vacation.

**About ServUs Health:**

ServUs Health (<http://www.servusapp.com/>) is a Canadian health care & technology company that developing a care navigation & coordination solution enabling Older Adults to connect with Natural Family Caregivers, care team, and hospitals - from government-related regional and district health authorities - to engage & monitor the Older Adult as patients in their home, in their community, after discharge from visits to emergency departments and post-hospitalization.

The solution brings to patients and families a unified view of available, secured and validated services & programs in their community from the public and private sectors, and navigation support, compliance to discharge care plan, connectivity with their care team and resources in the community. The solution enables hospitals' staff to monitor the return to daily living of their patients post-discharge and empowers them and family caregivers with much needed-but-missing insights into discharged patients' satisfaction and experience after the care and services provided, generate metrics to assess quality of care from providers, improve health outcomes, mitigate the risk of older adult patients' readmission.

**Core Duties:**

This is a full sales cycle role – you are closing customers in a sales cycle environment. The primary responsibility is to conduct targeted outreach campaigns, qualify the right customer, gathering potential client feedback, build the proposal, and close a signed contract. The goal every day is to enable, drive and elevate the company's position and accelerate penetration into the Canadian market.

**What you'll be doing:**

- Drive new business by generating lists of prospects and conducting targeted outreach campaigns with outbound calls, emails and social media platforms.
- Setting up appointments.
- Pitching ServUs Health, demo the digital health platform and its value to potential customers and tailoring the pitch to the prospect's needs.
- Gather market intelligence & feedback from the potential clients about the product
- Leverage hubspot.com, as well as basic automation tools

- Involve in the product development process
- Nurture and build relationships with long-term prospects.
- Maintain a high sales activity volume with daily Key Performance Indicators (KPIs) for targeted calls, meetings, and emails.
- Facilitate feedback to different areas of the company's business regarding client needs, and business opportunities
- Collaborate with the team.
- Certain level of flexibility when it comes to work hours. Prefer to work non-traditional hours to accommodate client meetings at different time zones.

### What we Value:

- Ability to Self-motivate and maintain daily call and email volume
- Experience in healthcare or startup environment preferred but not required
- Entrepreneurial. Self-directed. Excited to build something from scratch
- Must possess a postsecondary degree/diploma/certification
- Preferably experience in a similar role.
- Knowledge and experience with MS Office, LinkedIn Navigator, CRM Tools.
- Be experienced in all stages of the sales process, from prospecting to closing.
- Understand how to navigate the close process.
- Ability to be on the phone and sending emails 90% of the day.
- Superior communication and interpersonal skills (verbal and written); Excellent probing and listening skills.
- Strategic, organized and able to prioritize and manage multiple tasks at a time.
- Ability to handle pressure, meet deadlines and prioritize tasks.
- Love to be in a fast-paced, high-growth environment and determined to be successful and are motivated by results and the success of your customers, colleagues and yourself!

### Additional Important information:

- Must be between 15 and 30 years old (inclusively)
- Must be a Permanent Resident or Citizen of Canada.

We would ask for two professional references

Health Insurance benefits, employee equity, comply with COVID-19 workplace and employee safety guidelines.

**How to apply:** Please send your CV and Cover Letter with **subject line: "BD-DS4Y"** to [careers@servusapp.com](mailto:careers@servusapp.com)

Physical location: Fredericton, New Brunswick

Work Location: Remote/ be available to meet in-person when required

**This internship is funded by the Government of Canada under its Digital Skills for Youth (DS4Y) program. DS4Y, an initiative from Innovation, Science and Economic Development Canada (ISED), provides an opportunity for youth to gain valuable training and work experience needed for today's digital economy.**

**For more information about the DS4Y program in New Brunswick, please visit <http://www.cybernbc.ca/DS4Y>**