

Job Title: Sales Development Representative

Reports to: Senior Director, Sales Development

Job Type: Full-time, Exempt

Location: Raleigh, NC

About the role:

Founded in 2012, Millennia provides technology-driven patient payment and engagement solutions for more than 1,800 healthcare facilities in 43 states. With our proprietary platform, data analytics and digital solutions, we create an integrated experience perfecting patient payment from pre-visit to final payment. Millennia is a private equity backed, fast-growing business based in Raleigh, NC.

Click here to learn more about [Millennia](#) and our [Patient Payment Solution](#).

Millennia is looking for a Sales Development Representative (SDR) who will join our SDR team based out of our Raleigh corporate offices responsible for researching new target accounts, developing outreach strategies for those target accounts and prospecting net new Millennia client accounts across the United States. This position will be compensated with a base salary and sales commissions tied to both sales activities as well as new customer acquisition. We are looking for highly competitive, confident, passionate, and self-directed professionals who are excited to determine their own success and have the chance at moving up in a fast-growing company.

The role of the SDR is to prospect potential net new Millennia clients by positioning the Millennia Patient Payment Solution to ambulatory (physician groups and ambulatory surgery centers), acute and post-acute healthcare customers (hospitals and health systems). The selected candidate(s) will work collaboratively with a dynamic sales and marketing team to drive awareness of Millennia, cultivate leads, and set appointments for our field sales team.

Millennia maintains broad salary ranges for its roles to account for variations in knowledge, skills, experience and market conditions. In addition to a competitive base salary and sales commission plan, Millennia offers a comprehensive benefits package which includes the following:

- Medical, dental and vision insurance
- Short- and long-term disability coverage
- Life insurance and AD&D
- Supplemental life insurance
- Health care and dependent care Flexible Spending Accounts
- 401(k) savings plan
- Unlimited PTO

Responsibilities and Duties:

- The primary focus of the Sales Development Representative is to generate demand for Millennia solutions through outbound prospecting nationally via phone, email, and social media.
- Working in a fast-paced, innovative environment, you are responsible for engaging decision-makers and key influencers amongst a target list of potential net-new customer accounts.
- You'll be responsible for research into the target list, to look for targets that fit the client profile, identify contact information, evaluate potential benefit for the customer and for Millennia and then developing and implementing a prospecting strategy for each target account.
- You'll qualify leads, manage objections, and set appointments leveraging standardized SDR playbooks, call scripts, marketing materials, sales enablement tools, and technologies.
- Use a consultative approach to identify specific needs of the prospect, identify decision-makers, inventory

incumbent solutions/vendors, communicate the features and benefits of Millennia solutions that differentiate Millennia from competitive alternatives, set and confirm appointments.

- Adhere to the Millennia sales process and be a quick study in Millennia product knowledge, healthcare revenue cycle processes and best practices.
- Document sales activities and maintain Salesforce hygiene on all sales prospecting activities consistent with the company's documentation standards.
- Collaborate with the sales team to assist in the development of territory plans and strategies.
- Meet or exceed activity standards and lead conversion benchmarks.
- Provide feedback (prospect feedback, industry trends, market perceptions, competitive intelligence, etc.) to company management, marketing, and development teams.
- Limited travel to attend trade shows, conferences, roundtables, and onsite customer visits.
- This role will be expected to work in the corporate office on a full time basis, and be able to conduct outreach to multiple time zones.
- Other duties as assigned.

Qualifications:

- Prior sales development and healthcare experience are preferred but not required.
- Good communication skills (oral, written and especially presentation skills)
- Must demonstrate tremendous energy, organizational skills, and work ethic.
- Must be willing and able to handle a 'cold call/prospecting' environment where you know activity drives success and understand the competitive nature of selling.
- Must have a collaborative nature and ability to work well with colleagues and subject matter experts.
- Must be self-directed and able to focus results independently.
- Must enjoy learning technology and be able to translate that into value for prospects.
- Must understand that your compensation potential is determined by your hard work, commitment, and activity.