



## **Inside Sales / Enrollment Specialist for Telehealth Program**

### **Position Overview**

The Inside Sales / Enrollment Representative – Telehealth will make outbound calls to follow up on qualified leads that were targeted in mail outreach campaigns. We are looking for an enthusiastic, reliable, hard-working inside sales professional to speak with family members that provide care for loved ones who have cognitive impairment (e.g., dementia).

You will be responsible to persuade eligible family caregivers to enroll in Ceresti's Caregiver Support Program. We will train you and provide call scripts. The ideal candidate will be sales-oriented, friendly, quick on their feet, comfortable speaking with seniors, and have the intuition to know when to be empathetic and when to be persistent. The goal is to support family caregivers with an innovative and highly acclaimed telehealth program that is available to them at no cost.

### **A Noble Cause**

Be a part of something big! Ceresti's technology-enabled education, remote coaching and support programs support and empower family caregivers to face the challenges of providing care for a loved one with cognitive impairment. We improve patient care by incorporating family caregivers into the management of chronic conditions of loved ones (patients) who struggle with self-management, for example, those with Alzheimer's Disease.

### **About Us**

We are an early stage company led by a leadership team that has had prior success in building winning teams to commercialize novel technologies and services. As such, we are looking for an inside-sales professional willing to grow with us. Every member of our team is a key individual who is expected to contribute to our success. Our culture is agile, fast-paced, results-driven, highly collaborative and creative. We want the best ideas from everyone so we can learn and succeed together.

### **Responsibilities**

- Initiate contact with potentially eligible family caregivers through cold-calling
- Manage leads through a sales funnel using Ceresti's CRM system
- Utilize Ceresti coaches and other team members, as needed, to advance opportunities
- Present product information to prospects once you have identified their needs
- Make suggestions for inside sales process improvements
- Participate in sales status meetings
- Comply with HIPAA regulations



## **Required Qualifications**

### Education

- BA/BA degree preferred

### Experience

- Success in cold calling, inside sales or telemarketing role: 1 year (preferred)
- Familiar with the challenges of caring for someone living with dementia (preferred)

### Skills

- Comfortable on the phone
- Proficiency in CRM use (preferred)
- Reliable
- Proficient in English
- Persistent and results-oriented
- Easy to get along with
- Not easily discouraged
- Must demonstrate high level of integrity
- Consistently transparent, courageous and enthusiastic
- Able to work independently with minimal supervision
- Must be able to pass a background check, including drug screening

Job Type: Part-time, with potential for full-time position based on success

Location: Remote

Compensation: Base (\$16-\$18/hour) plus commissions and bonuses

If you are interested in this position, please email your resume to [jobs@ceresti.com](mailto:jobs@ceresti.com).