

Resolve Medical Bills

<https://staging-resolvemedicalbillscom.kinsta.cloud/job/salesperson-medical-billing-sales-advocate/>

Salesperson – Medical Billing Sales Advocate

Description

About Resolve

Resolve uses data-informed insights to act as a Guardian Angel for patients with excessive medical bills – stepping between them and hospitals and insurance companies to significantly lower the amount that they owe.

Our healthcare system is ridiculously complex and stacked against patients. Hospitals and insurance companies have teams of people looking to extract as much money as possible and patients are left stuck in the middle overpaying for everyday healthcare costs. We aim to change this.

Working at Resolve is more than just a job – it is a mission to make healthcare billing fair. An everyday medical bill shouldn't bankrupt an everyday American.

We are a seed-funded startup (led by Endurance Labs and including several leaders in healthcare and financial technology) that is scaling rapidly.

Responsibilities

As a Medical Billing Advocate on the sales side you will be the face of our company, interacting with patients with exorbitant medical bills, providing advice and insight on a path forward, and signing them on to Resolve's services where appropriate.

You will work closely with the rest of the Sales Team in qualifying inbound leads, reaching out and providing free consultations to patients, and selling our services to patients that we can help. Our sales process is heavily consultative – your focus will be on what can be done to help patients.

A typical day involves following up with your leads and sales funnel via email, text, and phone; following up with new inbound leads, talking to patients on the phone, and working with the rest of the sales team to improve our sales processes. While all leads are inbound (no cold-calling!), you will spend a significant amount of time on the phone. Our team is dedicated to our mission and works hard to get us there. Our team works 40-50 hours a week.

This job is ideal for someone with prior sales experience, especially D2C sales.

Qualifications

- Personable: you will be on the phone most of the day and must enjoy talking to and connecting with people.
- Entrepreneurial drive: you must be independently motivated to push things forward.
- Team-Player: you must like working with the rest of our Sales team as well as our other teams.
- Task-Oriented: you will send hundreds of emails and make dozens of follow up phone calls a day.
- A high degree of buy-in with the company mission.

Job Benefits

Base salary of 36k along with commission on sales. On Target Earnings ~\$75k.

Hiring organization

Resolve

Employment Type

Full-time

Beginning of employment

ASAP

100% Remote

Remote work from: Anywhere

Duration of employment

Permanent

Industry

Healthcare Services, Technology

Base Salary

\$ 36,000 - \$ 75,000

Date posted

March 8, 2022

Valid through

31.12.2022

Compensation package includes equity. 100% remote. Health Insurance cost reimbursement.