

JTC HOME HEALTH MARKETER

Benefits

Medical insurance

Dental insurance

Expense account

As a clinically owned healthcare agency, it is our goal to have a positive impact on the lives of our patients, their families, and our employees. JTC Home Health believes that our services can only be as good as the staff that is providing them. Therefore, we are committed to supporting our staff while at the same time promoting exceptional healthcare services for the benefit of all our patients.

We care deeply care for our staff and we show that in multiple ways such as

- **Flexible Scheduling**
- **Competitive Compensation**
- **Benefits Packages**
- **Paid Time Off**
- **Employee Referral Program**
- **Positive Work Environment**

Job Title: Home Health Care Marketer

Reports To: Home Care Manager

Position Summary: The Home Care Marketer supports our mission by utilizing skills and knowledge to increase referrals and admissions through relationship development with referral partners. Develops, implements, and evaluates a market-specific territory plan. Acts as a liaison between Management and referral partners.

Responsibilities:

- Increase client referrals/relationships in assigned territory by marketing services. Meet individual and team admission goals. Initiates, builds, and maintains trusting relationships with existing and potential referral sources.
- Meets individual (quota) goals which will be reviewed and adjusted accordingly
- Complete routing plan and utilize data to organize and manage region, drive strategy and report progress.
- Support initiatives that impact referral & admission development. Enhance sales efforts by providing input into the development of new tools and messaging to external audience
- Attends sales related meetings, in-services, etc. as needed.

- Remains knowledgeable of Home Care regulatory requirements. Stays abreast of laws and regulations impacting referral partners' use of Home Care services.
- Supports community outreach opportunities as appropriate.
- Utilize budget strategically; Report expenses
- Joint market with Home Health/Hospice marketing team to leverage and build relationships with medical community.
- Responsible to perform all duties and responsibilities in a manner that complies with the mission of the organization and the values.
- Other duties as assigned by management.

Compensation Package includes:

- Base Salary plus Commission & Bonus
- Auto Allowance
- Phone Allowance
- Expense Account
- Medical Insurance
- Dental Insurance
- Vision Insurance
- Paid Time Off
- Paid Holidays/Sick Time
- Opportunity For Rapid Career Advancement

Job Type: Full-time

Benefits:

- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- 8 hour shift
 - Monday to Friday
- Minimum age requirement of 18.
- Bachelor's degree in Business, Marketing, or related degree preferred.
 - Minimum of two years of outside sales/marketing experience required with minimum of one year of healthcare experience preferred.
 - Ability to demonstrate positive sale results, excellent communications, and professional practices.
 - Understanding of Home Care philosophy and principles.
 - Valid Driver's license and automobile insurance that is in accordance with state.
 - May be required to satisfy a criminal background, alcohol, and drug check.