

Type of Opportunity: Other

Company Name: optimantra

Job Title: Sales & Marketer For Integrative Medicine Software Company

Job Type:

- Full-time
- Part-time
- Internship

City: Washington

State: DC

Details:

Posting:

<https://www.indeed.com/job/growth-hackers-growing-healthcare-saas-start--128d682e9aea48a3>

OptiMantra is a dynamic B2B Software-As-A-Service (SaaS) start-up focused on enabling functional, integrative medicine practitioners to manage and grow their practices, and on improving patient access to care. We're looking for growth hacker(s) - passionate about using technology to revolutionize integrative medicine - to lead our marketing, sales, and client on-boarding.

You'll work closely with the rest of the team and have visibility and exposure to every aspect and level of the organization.

#### Primary Job Responsibilities

- > Lead sales demos, trainings, and Q&A with prospective and current clients
- > Design and pilot A/B testing of marketing and on-boarding outreach and communications
- > Own and manage a portfolio of accounts, work with customer support and product teams to maintain high NPS scores
- > Participate in product management prioritization and roadmap discussions and share market feedback on product and new ideas

#### Qualifications

- > Aptitude for (and interest in) technology and technical tools
- > Interest in learning about customers' behavior, both through conversation and data
- > Strong communication and creative problem-solving to reach and serve clients
- > Aptitude with numbers including a basic understanding of statistics and decent Excel skills

(i.e., know how to do pivot tables; SQL knowledge a big bonus)

- > Sufficient email/graphic editing skills to be able to modify graphics to create test variations
- > A willingness to challenge yourself and learn what you don't already know
- > And... any experience in a clinic or medical office (or science background) is also a plus

#### What's In It For You

- > Market compensation, per experience
- > High bonus potential (25%) based on performance
- > Great experience owning the growth engine of a fast-growing company
- > Learn about the latest in Health & Wellness (Health is wealth : ))
- > And... a great team and DC location

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