



Luminare was founded in 2014 with the commitment to save lives. Since our first product release focused on stopping death by Sepsis, we have been expanding into new solution areas, but never losing our focus: to save lives. If you are passionate about helping people and hungry to share that message with the world through selling solutions that accomplishes that mission, Luminare may be your next right career move.

We are experiencing phenomenal growth and adding to our sales team. We are searching for rainmakers to sell into the State and Local (SLED) markets. Preferred candidates will have proven success selling into the SLED space, have a ready customer list to leverage and strong knowledge of funding sources, budgeting, and buying processes in cities, counties, townships, and states, ideally in Public Health, Emergency Management, and Fire departments.

If this is you and you enjoy selling technology to solve business problems, email your resume to mike.gilbert@luminaremed.com for consideration.

We are currently a remote team and will continue to do so for some time. You will need to be well versed with communicating using online tools such as Zoom and Microsoft Teams.

The details:

Job Title: Sales Representative

Location: Houston, TX / Remote

Department: Sales

Reports to: VP of Sales

Compensation & benefits: Salary and commissions commensurate with experience. We believe in salespeople making lots of money. Health, vision and dental benefits, team lunches, unlimited virtual high-fives, and making a difference in the lives of others. Luminare is an Equal Opportunity Employer. You will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, or disability status.

Key responsibilities & duties:

- Meet weekly and monthly business goals for call/email/text/chat outreach in time-to-contact and lead-to-opportunity conversion rates
- Schedule qualified demos
- Respond to prospect's questions from website contact us submissions
- Qualify leads based on timing, budget, and size then effectively transfer interested prospects to Sales in a way that maximizes opportunity creation and wins

This job might be for you if:

- Comfortable making cold calls and talking to new people all day
- Excellent verbal and written communication skills; the ability to call, connect, and interact with potential customers
- Proven track record of meeting goals and exceeding quota targets
- Positive, can-do attitude, self-motivated, and resilient
- Strong computer skills, including Microsoft Office Suite and CRM/Hubspot/Salesforce experience preferred
- Driven to help the world during the current pandemic
- You are driven and motivated by our mission to make a difference in the lives of others
- SAAS experience a plus

Want to apply?

Please send your C/V to mike.gilbert@luminaremed.com