



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 have two distinct solution areas, both with the mission to save lives and improve patient quality of care. A public facing solution aimed at public health and emergency management bringing health and emergency response equity to the underserved community and a hospital healthcare vertical committed to improving patient quality of care.

We are looking for 3-4 Business Development (BD) candidates to join our sales development program. The BD Team is critical to the growth and success of Luminare. The BD Representative is typically the first introduction of the company and benefits we deliver to the market. This role is typically filled by recent graduates or determined individuals who desire to break into a software sales career. Preferred candidates will have a BA or BS degree and be intensely driven to achieve success.

If this is you and you are convinced that you want a career in bringing technology solutions to solve business problems then email your resume to mike.gilbert@luminaremed.com for consideration.

The details:

Job Title: Client Develop Manager

Location: Houston, TX / Remote

Department: Sales

Reports to: VP of Sales

Compensation & benefits: Salary and commissions commensurate with experience. We believe in sales people 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:

- Achieve 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 don't quit!

Want to apply?

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