



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.

With hospitals and institutions looking to move past COVID and exploring improvements in processes and patient outcomes, we are expanding our healthcare sales team. Still an early stage SaaS healthcare company, we are creating large regional territories to target the healthcare community. Our products include early Sepsis detection, data abstraction for key DRG codes, and soon to extend into CHF, Stroke, Diabetes, and pediatric healthcare.

Preferred candidates will have proven success selling into hospitals, a ready customer list to include CNO, DON, Quality of Care, Sepsis Team/Coordinators and the ability to leverage those relationships. and knowledge of funding sources. A knowledge of the budgeting, and buying processes in hospital and healthcare markets and a history of meeting or exceeding quota are required.

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: Senior Client 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:

- Meet monthly, quarterly and annual sales goals
- Qualify leads based on timing, budget, and size then effectively transfer interested prospects to Sales in a way that maximizes opportunity creation and wins
- Manage the complete sales cycle of a deal

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