



SDR (Path to AE) | Healthcare SaaS

Location: 100% Remote (U.S. Based)

Compensation: \$60,000 Base Salary | \$75,000 OTE

Benefits: 100% Employer-Paid Medical, Remote, Clear Growth Path

Who We Are

[Satisfied Patient](#) is a fast-growing healthcare SaaS company on a mission to help medical practices get the 5-star reputation they deserve. Our software empowers practices to automatically generate more positive reviews, attract new patients, and improve the patient experience. We are a leader in reputation management with a proven product that is easy to sell and a culture built on integrity and a "do it now" attitude.

The Opportunity

This is not a "builder" role where you have to invent the process. This is a "scaler" role for a disciplined and ambitious SDR to step into a proven system and execute.

We have a playbook, a supportive team, and a clear path for success. We're looking for a true hunter who is resilient, coachable, and hungry to master their craft. Your mission is simple: be the positive first impression of our brand, run the playbook, and consistently book qualified demos for our Account Executives.

This role is a direct pathway to an Account Executive position for those who demonstrate mastery and grit.

What You'll Do (Your Impact)

- **Own the Outbound Playbook:** You will be 100% focused on outbound prospecting, running high-volume, multi-channel campaigns (60+ calls per day) to generate new opportunities.
- **Generate Pipeline:** Consistently meet or exceed your monthly quota of 12+ qualified, held demos for the Account Executive team.
- **Master the Message:** Become an expert at articulating the Satisfied Patient value proposition to medical practice leaders.
- **Be a CRM Professional:** Meticulously manage your pipeline, data integrity, and prospecting status in HubSpot.
- **Collaborate and Grow:** Work in a tight-knit, collaborative sales culture, shadow a successful BDR, and focus on developing the skills to become a top performer.



What You'll Bring (The A-Player DNA)

- **Experience:** You have 1-3 years of experience in a high-volume, **outbound sales role** (SDR/BDR) in B2B SaaS. You are a true hunter who knows how to run a process.
- **Proven Performance:** You are a proven top performer with a track record of consistently meeting or exceeding a quota of **12+ qualified meetings per month**.
- **Unmatched Resilience:** You are not afraid of hearing "no." You have a **positive attitude**, genuine grit, and understand that rejection is part of the process.
- **Elite Coachability & Drive:** You are ambitious, **competitive, intelligent**, and truly coachable. You are a **self-learner**, hungry to learn, take feedback well, and are committed to continuous improvement.
- **Discipline & Urgency:** You are a resourceful **self-starter** and a strong **time-blocker** who can manage your time effectively in a remote environment and has the discipline to meet your daily activity goals.
- **Leadership Potential:** You are a self-aware **over-achiever** (e.g., certifications, extra projects) who is willing to prove your own success and has the potential to **teach and train others** as the team grows.
- **Clear Career Goals:** You are motivated by a clear path to an Account Executive role and are willing to put in the work to crush it for a year to get there.

Why You'll Love It Here

- **100% Employer-Paid Medical:** We've got you covered. We pay 100% of your medical insurance premium.
- **Unlimited PTO & Holidays:** We trust our team to manage their time. We offer unlimited PTO on top of all major holidays.
- **A Clear, Attainable Path:** You are joining a team with a proven playbook and a clear, achievable quota. Your success is in your hands.
- **True Growth Opportunity:** This role is a direct-fed line to an AE position. We are a growing company that promotes from within.
- **100% Remote:** Work from anywhere in the U.S.
- **A Winning Culture:** You will be part of a collaborative, high-energy team that is accountable, supportive, and loves to win together.

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