ALTA MEDICAL SPECIALTIES

Business Development Representative

Part-Time | Flexible Hours for Current Students

Now Hiring

Alta Medical Specialties is a leader in the medical device and healthcare solutions industry. Our mission is to provide cutting-edge medical products and services that improve patient outcomes.

We are seeking a motivated part-time Business Development Representative to help drive our growth by identifying new opportunities and expanding our market presence. Gain real-world sales and healthcare industry experience while you finish your degree.

WHAT YOU'LL DO

- Generate new leads and identify business opportunities through outbound prospecting, cold calls, and research.
- Collaborate closely with the outside sales and marketing teams to develop strategies for targeted campaigns.
- Develop a deep understanding of the healthcare and medical device industry to communicate product benefits effectively.
- Set up meetings between prospective clients and our sales executives.
- Maintain accurate records of prospect interactions in our CRM system, ensuring all communications are logged.
- Contribute to monthly and quarterly targets for lead generation and sales pipeline growth.

WHAT WE'RE LOOKING FOR

- Currently pursuing a Bachelor's degree in Business, Marketing, or a related field.
- Strong communication, negotiation, and interpersonal skills.
- Ability to understand complex medical products and communicate their value effectively.
- Self-starter with the ability to work independently and collaboratively.
- Familiarity with CRM software and proficiency in Microsoft Office Suite.
- Able to commit to a consistent weekly schedule during the semester.

WHAT WE OFFER

- Flexible scheduling that works around your classes.
- Competitive pay with commission opportunities.
- Hands-on experience in medical device sales that builds your resume.
- Potential pathway to a full-time role after graduation.
- A dynamic and supportive team environment.
- Ongoing training and development in the medical and healthcare industry.

Ready to apply? Stop by our booth to meet the team, or send your resume to **swilliams@altamedspec.com**.