

Business Development Associate

IANA Health, LLC seeks a motivated individual with an interest in healthcare, particularly substance use and behavioral health, for a commission-based position in business development. The individual will be comfortable working in a startup environment and will focus on building awareness of the IANA platform among providers, demonstrating its value to them, and generating subscription signups at a nominal fee to showcase their services to their potential customers.

Key Responsibilities:

- Develop a plan to methodically reach out to SAMHSA-certified treatment programs and prescribers and telebehavioral health providers to make them aware of the IANA platform and sign up and build out a subscriber base.
- Establish communications and contacts with key referral networks, organizations, and individuals.
- Assist with contract preparation, RFP and RFQ processes, and client presentations.
- Prepare weekly reports.
- Assist with other activities and tasks as needed.

Desired Qualifications:

- Associate or Bachelor's degree.
- Minimum of 2 years of related experience. Understanding of transactional and relational selling and marketing principles.
- Excellent interpersonal, communication, and organizational skills.
- Proven strong writing and editing skills.
- Proficient with Microsoft Office suite.
- Ability to work in a startup environment. Self-starter with an interest in healthcare.

Job Type: Contract, Part-time or Full-time

How to Apply:

Send your cover letter and resume to hr@ianahealth.com. If we feel there could be a mutual fit, we will contact you to follow up.