

## Position Title

Provider Recruiter - World Care Exchange

This position will work with the charitable arm of Jackson Healthcare, helping to source medical providers to help with charitable care around the world.

## Job Description

Our main office is located at the Corporate Headquarters for Jackson Healthcare in Alpharetta, GA.

Jackson Healthcare has been recognized as the 2014, 2015 and 2016 #1 "BEST PLACES TO WORK" by the Atlanta Business Chronicle and has been in the top ten for nine consecutive years.

This is your opportunity to touch lives around the world while working with Atlanta's #1 Best Place to Work!

Provider Recruiter - World Care Exchange Responsibilities:

- Generates recruiting leads for charity care by making outbound telephone calls to physicians and other providers, using both public and internal contact lists
- Contacts physicians to recruit them for care opportunities, and teaches them about our programs
- Collaboratively works with the project team to grow the field of available providers as we identify partners around the world.
- Researches and contacts physician professional organizations and conference committees to help identify recruiting opportunities and targets
- Collaborates effectively with the Jackson Healthcare companies to amplify and accelerate provider recruiting
- Contacts new providers upon registering on the worldcareexchange.org website, or other inbound leads, and converts them into active providers
- Achieves/exceeds monthly goals and targets by prospecting for new providers
- Manages daily schedule of calls, meetings, and follow ups
- Maintains and develops new and existing provider relationships
- Sends appropriate targeted marketing materials to providers and follows up appropriately
- Follows up with providers on a regular basis to ensure their customer satisfaction.

## Requirements

- Associates or Bachelor's degree preferred but not required
- 1-2 years of staffing, recruiting, or consultative B2B sales skills
- Cold calling or call center environment experience a plus
- Excellent communication and interpersonal skills
- Highly motivated and results oriented Solid problem solving and consultative skills required
- Strong communication, organization, multitasking and time management skills
- Ability to work effectively in a sales position with minimum supervision
- Stable employment history
- Verifiable employment references from previous managers

Jackson Healthcare and its family of companies is an EEO/AA Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

Although this position is base salary only, it allows the right candidate to touch lives around the world.