



## **Lab/Client Acquisition Manager Role**

My One Medical Source® (MOMS) is a rapidly growing software-as-a-service (SaaS) healthcare solution that provides access to medical lab testing sites and specialists. MOMS connects those who need their blood drawn with the skilled labor that can perform phlebotomy and other lab collections. As a **Lab/Client Acquisition Manager** you will be tasked with the demand generation side of our business. You will target a current pipeline of Labs seeking access to the labor required to perform specimen collections as well as be responsible for seeking potential new clients in need of our solution.

### **A typical day as Lab/Client Acquisition Manager:**

You will be working with our sales team in the Westlake, OH office to grow the Lab/Client network of the MOMS platform. In addition to demand generation, there will be account management duties expected. A typical day may include outbound efforts informing Labs and other clients of our platform and how it solves their problems of specimen acquisition, conducting platform demos to interested parties, and working in tandem with our sales team to grow the network.

### **Why this is a unique opportunity:**

No one has ever done what My One Medical Source® (MOMS) is doing. This is an opportunity to have a direct impact on a company's growth and change the future of medical testing.

### **If you have the following, you may be a great fit:**

- A Bachelor's Degree.
- Two years' experience in sales, customer service, or account management in the lab space.
- Excellent verbal and computer skills with the desire to communicate with clients and prospects most of each workday.
- Understanding of compliance statutes as it relates to the clinical lab industry.
- Time management skills, punctuality, and accountability.
- Ability to communicate clearly and educate new and existing clients on the MOMS platform, including an on-boarding process, new features announcements, and administrative processes within the software.
- Ability to capture, track and proactively manage our CRM to allow for a highly effective experience both for the client and company needs.
- Experience using remote presentation software (Google Meeting, Zoom, etc.).
- Strong listening and conversational skills.
- Interest in working for a start-up with rapid growth and the ability to work in a self-directed entrepreneurial environment.

To apply, email your resume to: [careers@myonemedicalsource.com](mailto:careers@myonemedicalsource.com). This is an in-office position, however there is hybrid/remote potential for qualified candidates.



*My One Medical Source® (MOMS) is an Equal Opportunity Employer. Benefits available include medical/dental/vision.*