**Client Development Representative**

MyndVR is on a mission to improve the lives of older adults using Virtual Reality technology and content.

The company now operates across the US, Canada, Australia and New Zealand, lifting spirits, improving quality of life, reliving cherished memories, and creating new ones. MyndVR is also at the forefront of research into Virtual Reality's health benefits for older adults and age-related conditions.

**POSITION OVERVIEW:**

The Client Development Representative (CDR) role will include a mix of both prospecting via outbound calls, email campaigns and responding to 800# inbound inquiries meeting MyndVR’s criteria. The CDR will work within the overall Sales Team to participate in strategic campaigns based on upcoming events and sales promotions. This position will have a direct impact on the overall success of the Sales Team.

The main goals of the CDR are to become highly proficient in the overall knowledge of the Senior Living Industry and then to develop a Sales Contact Target Plan. Execution of the Sales Contact Target Plan will result in converting the targets into new client sales based on assigned objectives. Additionally, the CDR will have responsibility of answering the Sales 800# with the goal of converting the sale opportunity presented with the call into a closed sale.

**REPONSIBILITIES:**

* Has a strong and pleasant telephone manner for successful cold calling.
* Ability to develop strong rapport over email and the phone, exhibits excellent interpersonal skills and is proficient in demonstrating knowledge of a Senior Living prospect’s needs and matching them to the MyndVR Value equation.
* Communicates a confident Client Success attitude that aligns with MyndVR’s Values of Love, Companion and Care for those we serve.
* Use of strong prospecting, selling, and influencing skills to identify qualified/quantified opportunities.
* Ability to smoothly handle a large volume of outbound calls and emails per day.
* Possess a strong follow up skill set with the ability to respond back to a prospect within same day detailing what was discussed and provide appropriate attachments with a call to action.
* Ability to close initial contacts at Point of Sale and navigate through the MyndVR contract process with the prospect to a successful close.
* Collaborates closely with the Marketing Team to introduce new programs to prospects that result in active opportunities to close sales.
* Maintain complete, accurate, and up-to-date account, lead/contact and opportunity data in CRM database.
* Possess the interpersonal skills to collaborate and work within the Sales team as well as positively contributes to the overall MyndVR Team.
* Works effectively in a fast-paced and rapidly evolving startup environment.

**QUALIFICATIONS:**

* 1-2+ years of success in a sales prospecting role
* Experience working in a startup environment.
* Understands and embraces change.
* Software experience a plus.
* Healthcare experience is a plus.
* Exceptional communications skills.
* Proficiency with Microsoft Office suite.
* Familiarity with Customer Relationship Management Software.
* Self-motivated, responsible, and accountable, strong work ethic.
* Excellent listening, oral, and written communications skills.
* Four-year college degree from an accredited institution preferred or equivalent job experience.

**REQUIREMENTS:**

* Potential travel up to 20%
* Ability to work out of a home office or potentially out of Dallas office or LA office.
* Must pass background check.

**MyndVR is an Equal Opportunity Employer**