



Business Development – Healthcare AI Agent Startup

Manager or Director (*depending on experience level*)

Birmingham, AL (*In-person*)

Job Description:

Join a fast-paced, mission-driven team dedicated to transforming healthcare access through cutting-edge Artificial Intelligence (“AI”) solutions. Transform9 (“T9”) is seeking to hire a Business Development Manager or Director who will play a pivotal role in establishing relationships between T9 and physician practices by actively managing the sales process, including conducting demos and creating proposals. As a rapidly growing startup, we will offer you the opportunity to help shape the future of AI in healthcare while advancing your career in a collaborative environment.

Responsibilities:

- Develop prospect lists and go-to-market strategy for physician practices
- Reach out directly to prospects via cold calls, emails, LinkedIn, letters, etc.
- Manage referral relationships and bonuses
- Conduct introductory meetings with prospects daily
- Lead product demo meetings of our AI Agents with prospects and follow-up with proposals and contracts
- Travel to markets for in-person prospect meetings and attend conferences for physician specialties or technology
- Contribute to the development of sales materials and crafting outreach campaign messaging. Track and organize outreach activity in a CRM system (e.g. HubSpot)
- Collaborate with the marketing and account management teams to ensure high quality presentations and seamless transitions to kick off implementation process
- Seek opportunities to sell T9’s services to additional practices of existing client parent organizations
- Drive ongoing improvements in T9’s sales, outreach, and marketing processes, including adoption of AI workflow technologies

Qualifications & Skills:

- Bachelor’s degree in a related field
- 2+ years of sales experience, preferably in healthcare, software, or a related field
- Desire to work in a fast-paced, competitive start-up environment
- Exceptional communication and interpersonal skills
- Excellent organizational skills with attention to detail
- Ability to manage multiple relationships simultaneously
- Proficient in Microsoft Office / Google Suite and CRM platforms (e.g. HubSpot)

Compensation & Benefits:

- Competitive cash compensation
- Performance-based bonuses and commission
- Medical, dental, and vision insurance
- Paid time off (PTO)
- Opportunity to build / lead sales and marketing teams
- Collaborative office environment

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Interview Process:

- Submit Resume / CV and Cover Letter to careers@transform9.com
- 15-Minute Phone Introduction to Company and Position
- Initial Interview with Take-Home Case Study
- Reference Checks and Candidate Assessments
- Final Interview with Case Study Review