



Marketing and New Relationships Manager- In-Home Care Agency

Loving Homecare Inc

Whittier, CA

- Job Type: 25-30 hours/ week
- Salary:\$18-25/hr DOE (depending on experience) with Bonus Structure
- Experience: 2 Years Experience in Marketing and Sales in Home Health, In-Home Care Agency, Assisted, Memory Care/ Skilled Nursing industry

Are you compassionate, upbeat and goal oriented? Do you love working with families and being a resource? If yes, we want to speak with you!

Our agency, founded by family counselors and on the conviction that nothing can impact a family' experience with aging more than another person who understands the journey, is growing, and looking grow our team. We are looking for the right fit, the kind of marketer with high responsibility and a focus on sales and external business development.

We have a team who truly values what we do and the impact we get to have- are you ready to join such a team?

Minimum Eligibility Requirements

- 2 years in **senior care industry marketing sales**
- Must possess a genuine compassion for and desire to work with the elderly and their families affected by the life transitions of aging
- Experience or understanding of the retirement, nursing home, or residential care industry
- Proven skills to work independently, possesses high self-responsibility
- Is driven, self-motivated and goal-oriented
- Must be capable of maintaining regular, reliable attendance
- Demonstrates clear, warm, professional communication, and is able to connect with seniors, families, medical industry staff and the general public
- Must pass criminal background check
- Must meet all health requirements, including TB
- Must have valid driver license
- Computer literacy: MS office

Sales and Marketing Functions

Responsible for growing new relationships by building referral relationships with individuals, governments, and non-profits who will confidently refer new families to our care.



At least 75% of time spent making sales calls outside the community to medical, insurance, legal and financial professionals, senior organizations, appropriate special interest groups, hospital discharge planners, skilled nursing facilities, retirement communities, clergy, and other community contacts

May also act as community liaison for the company, educating families and others in various communities about how to plan, and the solutions our company can provide, to assist with the challenges and changes of aging.

Responsible for taking inquiry calls from hospitals, families, potential residents, etc.,

Ensure that responses to inquiries are handled properly, timely and with appropriate follow-up and demonstrate sense of urgency regarding occupancy

Develop and implement special events and presentations targeted at community education

Expected to grow agency through providing at least 3 new client relationships per month

Hours: Tuesday - Saturday

Sick Pay, Paid Holidays, Company Paid Opportunities for Development and Training, and opportunities for advancement into practice management.