

### ***What is Nomad?***

Nomad is a revolutionary, tech-driven platform that is simplifying healthcare staffing. We are building a marketplace that enables clinicians and the institutions that hire them to find each other and transact directly, without a broker. Nomad cuts out mountains of paperwork, faxes, and phone calls, and moves everything online. It makes staffing faster, more transparent, and substantially less expensive. Nomad is simple, modern healthcare Staffing.

Nomad currently works in full time, temporary, and telemedicine staffing for physicians and nurses. We plan to grow into other markets, including allied health providers and advanced practice providers markets. All together, these represent a \$20 billion — and growing — market that Nomad has just started to tap into.

At Nomad, you'll have a front row seat at an early stage startup that is shaking up healthcare. And you'll have the chance to make a deep impact on Nomad's business and drive the future success of the company.

### ***What will you do at Nomad?***

The Clinician Sales Associate will play an integral role in driving success within Nomad's clinical recruitment process and, most importantly, help close deals.

- Guide Nomad clinicians through the hiring process to ensure success by strategically intervening to drive hires
- Help to manage the supply-side of the marketplace to ensure every candidate has the best experience possible
- Assist in monitoring thousand of clinician interactions to maximize offers
- Generate and activate new clinician leads in key Nomad markets
- Help to engineer and refine Nomad's clinician sales process
- Activate clinician leads through email, phone, and industry events
- Collaborate with the Nomad product team to translate front-line insights into functional products and services

## ***How will you get started at Nomad?***

In your first six weeks at Nomad you will:

- Gain a thorough understanding of the Nomad Health end-to-end clinical sales process and how to best drive success
- Develop a deep familiarity with the clinician staffing market, its key stakeholders, and its strengths, weaknesses, and opportunities
- Understand what motivates clinicians and medical organizations to engage in this market
- Target and activate key physicians
- Personally manage ~20-30 clinicians in the pipeline and drive them towards the best job

In your first six months at Nomad you will:

- Have a full understanding of the healthcare staffing market in a specific geographic area
- Assist in optimizing Nomad's clinician product, both in how best to manually intervene to ensure success and productize other steps so that Nomad can scale successfully
- Close 30-50 clinician deals per quarter

Of course, over time, the product and the company's needs will change, so your role will also evolve, with a sharp eye towards your professional development.

## ***Who will you work with?***

As a critical, early member of the Nomad team, you will interact frequently with members of the management, business development, and product teams.

Your closest relationship will be with the General Manager of the Physician Marketplace, to whom you will directly report. Together you two will shoulder many of the responsibilities outlined above.

***Who are you?***

You are a business minded sales person who thrives on driving growth for businesses. You are not in this for only the quick win, but focused on building meaningful relationships. You simply love people and helping them.

Additionally, you are a strong communicator and have a knack for getting people excited about the new, new thing. You are eager to work in a changing, high-growth startup. You are easygoing and fun to hang out with. Prior sales experience is a plus, but not a necessity.

Most importantly, you just can't wait to join our team!