

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 Strategic Sales Manager will play a leadership role in crafting, implementing and iterating upon Nomad's sales and operational strategy, with a keen focus on the locums business. Enrolling new hospitals and health systems will be a paramount function of the role.

In addition to daily sales activities, you will leverage your expertise to help shape the physician business strategy. The person who fills this role will be an instrumental source of front-line market intelligence that will inform product design and development.

Key responsibilities will include:

- Onboarding new, high value strategic hospital, health system, VMS and MSP clients across the United States.
- Working closely with the operations and account management team to drive client success
- Helping to drive strategic physician initiatives that enable Nomad's physician business to grow
- Driving revenue generation
- Provide insights to the product, engineering, and marketing department to further empower Nomad Health's business

Who will you work with?

As a critical, early member of Nomad, you will interact frequently with other internal teams, not only in your capacity as a Strategic Sales Manager, but also as an important contributor to the company's strategy and progress. Your closest relationships will be with the GM of Nomad Physicians, to whom you will directly report, and other members of the sales and operations teams. Together you will shoulder the responsibilities outlined above.

Who are you?

You are a self-motivated, organized, go-getter who can excel at selling and partnering with customers to build lasting relationships. We approach each new client as the start to a long-term relationship and the ideal candidate will take a similar consultative approach to selling. Our ideal candidate will have at least 7+ years of experience in the staffing industry.

You are engaging, confident, and consider yourself a people-person. You are gifted with words and have a knack for getting people excited about the new, new thing. Perhaps most importantly, you can build strong relationships with many different types of people quickly. You have strong business acumen and an ability to think strategically about growing our business. You enjoy translating strategy into logistics. You are data-driven and detail oriented. You are eager to work in a changing, high-growth startup. You are easygoing and fun to hang out with. Most importantly, you just can't wait to join our team!

How to apply:

Ready to disrupt healthcare staffing? Email us at careers@nomadhealth.com.