



Majestic Billing Services LLC

1125 Huntington Dr

Anna, TX 75409

Job Title: Business Development Manager - Home Health Billing

Department: Sales and Business Development

Reports To: Managing Members

Location: Remote or Onsite

Position Type: Full-Time

Compensation Structure: Base Salary (Hourly) and Commissions

About Majestic Billing Services LLC: Majestic Billing Services LLC is a leading provider of comprehensive billing solutions, specializing in home health billing. With a commitment to accuracy, efficiency, and client satisfaction, we strive to optimize revenue cycles for home health and hospice agencies.

Position Overview: We are seeking a dynamic and self-motivated Business Development Manager with expertise in marketing and public relations to drive the growth of our home health billing services. The ideal candidate will be responsible for identifying new business opportunities, cultivating relationships with home health and hospice agencies, and achieving sales targets. The role involves a significant focus on cold calling, requiring a proven sales and closing record.

Benefits Eligibility:

Majestic Billing Services LLC affords the following Benefits to Full Time (Non-Contract) Employees:

- 6 Paid holidays – Eligible from Start Date
- Group Medical Plan – Eligible after 90 Day Probationary Period is Complete
- PTO (Paid Time Off) – Eligible after 1-year continuous employment.

Key Responsibilities:

1. Market Research and Analysis:

- Conduct thorough market research to identify potential clients and industry trends.
- Analyze competitors and market dynamics to develop effective sales strategies.

2. Business Development:

- Identify and pursue new business opportunities within the home health and hospice sector.
- Develop and maintain relationships with key decision-makers and stakeholders.
- Generate leads through targeted marketing efforts, networking, and industry events.

3. Sales and Closing:

- Execute effective sales presentations and proposals to prospective clients.
- Utilize strong negotiation skills to close deals and meet revenue targets.
- Develop and manage a sales pipeline to ensure consistent business growth.

4. Cold Calling and Outreach:

- Conduct proactive cold calling campaigns to generate interest and establish initial contact.
- Implement outreach strategies to engage potential clients and promote our billing services.

5. Marketing and PR:

MAJESTIC BILLING SERVICES IS AN EQUAL OPPORTUNITY EMPLOYER



- Develop and execute marketing and PR initiatives to enhance the company's visibility in the industry.
- Collaborate with the marketing team to create compelling content, promotional materials, and campaigns.
- Attend and present at Home Health Industry specific Conferences and Seminars.

6. Reporting:

- Provide regular updates on sales activities, client interactions, and market feedback to Managing Members.
- Attend Sales Meetings as assigned by Managing Members.

7. Manage Business Development Associates

- Train new hires in a concise manner that will assist the Associate to learn Home Health Billing specific terminology and sales techniques.

Qualifications:

- Proven track record in business development and sales, specifically within the healthcare billing industry.
- Strong experience in cold calling and lead generation.
- Excellent communication and interpersonal skills.
- Self-motivated with the ability to work independently.
- Familiarity with home health and hospice billing processes is a plus.
- Bachelor's degree in Business, Marketing, or related experience in a related field.

How to Apply:

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience to ashley@majesticbillingservices.com or bonnie@majesticbillingservices.com.

The subject line should include "**Business Development Manager Application** - [Your Name]".