

Contract Opportunity

Client Growth Specialist | Healthy Aging & Caregiving Services

Part-Time (Commission Based)

Wilder is looking for an independent contractor to help grow our [Healthy Aging & Caregiving Services](#) that support adults to age and be cared for in community, a critical part of our mission to improve lives today and for generations to come. As a Client Growth Specialist, you will be responsible for identifying and acquiring new clients within Greater Saint Paul, specifically for our new Home Care Services for adults living independently at home or within senior living communities.

Independent Contractor Requirements Include:

- Proven work experience in sales and building clientele who are older adults and/or caregivers
- Passion for supporting older adults and healthy aging
- Experience working with diverse people who bring unique identities, skills and experiences
- Current knowledge about the landscape of Aging services in Greater Saint Paul (or Twin Cities)
- Excellent communication and relationship-building skills
- Familiarity with databases and data practices to track sales and client information
- Ability to create and deliver presentations and other forms of communication or marketing materials
- Ability to work independently with access to resources needed to conduct duties and meet targets

Independent Contractor Responsibilities Include:

- Collaborate with the Healthy Aging & Caregiving Services team on a growth plan for services
- Develop sales forecasts based on market conditions, objectives, benefits and needs analysis
- Achieve growth targets and outcomes within scheduled timelines
- Manage and analyze sales data and performance metrics in order to inform decisions
- Provide reports on customer needs, challenges, interests, and activities to inform new services
- Develop and maintain positive relationships with staff, community partners and clients

Contract Opportunity Commitment & Pay:

*6-month temporary contract position, up to \$3,000 per month in base pay plus commission

If you are interested in this opportunity, please send a letter of interest along with an overview of your sales experience and portfolio in Aging Services by October 29, 2021 to maureen.kenney@wilder.org.

