

# Hospice Community Liaison Career Opening!

Shrivers Hospice in Zanesville, OH is looking for a Hospice Community Liaison.

This position will focus primarily on sales and marketing. We offer an excellent team-driven working environment with supportive and open Ownership and Upper-Level Management - every team member's voice matters here! We are dedicated to employee engagement and success and offer highly competitive wages plus bonus structure, benefits, and the unique opportunity for self-direction. ***YOU determine your own success...the more driven and dedicated you are, the more benefits you will earn.***

***Our mission is to provide the highest quality hospice experience, unique to the journey of each individual and family.***

***Our vision is to be the clear choice for hospice care in the communities we serve.***

We currently serve Morgan, Muskingum, Perry, Noble, and Washington counties. Growth into other counties is expected soon, therefore room for career growth is attainable for the successful team member in this role.

We care for hospice-appropriate patients in their homes, in a facility, or hospital. Our team is made up of compassionate experts in hospice and palliative care. One of our main goals is to exceed our patients' and families' expectations for their emotional, spiritual, medical, and social needs, according to their own needs and wishes.

The team member must:

- Be able to utilize his/her resources to advance this mission and vision efficiently and rapidly
- Be willing to work while travelling the majority of the time (your "mobile office")
- Possess strong organizational skills, approachability, polished interpersonal skills and self-motivation
- Be easily adaptable to different environments, types of people, and an ever-changing schedule that is rarely "routine"

Requirements for the Candidate:

- Expert in healthcare sales and/or a licensed nurse
- Willingness to travel throughout the entire service area on a full-time basis
- A passion for health care, and knowledge of the Hospice field
- At least 2 years of successful sales experience (strongly preferred)
- Experience in Hospice or Home Care, especially in sales/marketing (strongly preferred)
- Have existing relationships/connections with area physicians, hospitals, skilled nursing facilities, assisted livings and other organizations (strongly preferred)

**Responsibilities of the Team Member's Position Will Include:**

- Conducting sales calls in the community with healthcare professionals and facilities
- Handling patient/family inquiries and meeting with prospective patients and/or their representative(s)
- Providing community education and information about the unique services we offer
- Assisting referral sources to identify patients who need hospice care

- Troubleshooting, communicating, and resolving service issues as they arise
- Maintaining a log of contacts made daily
- Leading and participating in community marketing events
- Developing and maintaining a knowledge base of the evolving services of our industry
- Ability to meet and maintain assigned census and contact quotas
- Assisting in continuing to develop the marketing, sales, and growth plan for the company
- Acting as a member of the interdisciplinary team, offering suggestions based on customer feedback to continuously improve care and service
- Comfortability with technology, including cell phone and electronic medical records system

**About Shrivrs Hospice:**

Shrivrs Hospice is a locally owned and managed company striving to meet our goals through providing excellent care. We are Medicare and Medicaid-certified and take pride in our accreditation by Joint Commission. We are a sister company of Shrivrs Pharmacies, Shrivrs Home Medical and Oxygen, and Coler Long Term Care Pharmacy. This creates a network of resources for Shrivrs Hospice that is second to none. For further information about our family of companies, visit [www.shrivrspharmacy.com](http://www.shrivrspharmacy.com) and [www.shrivrshospice.com](http://www.shrivrshospice.com)

Shrivrs is well-known for excellent customer service in the communities we serve, and we value doing what is best for our customers throughout their entire lives. Our parent companies are growing at a fast rate, and we are motivated to have the same growth success in our Hospice division.

If you are energetic, highly motivated, and ready for a challenging, fast-paced, yet rewarding career – apply with us today!

Application/resume can be submitted on Indeed.com, on our Career website (below), in person at 48 N 4<sup>th</sup> Street in Zanesville, Ohio, by fax at 740-487-1253 or by email at [info@shrivershospice.com](mailto:info@shrivershospice.com).

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