



MDCalc is the #1 medical reference for clinical decision tools and content used by over 1.75 million HCPS globally, including more than 65% of US physicians, every month. Since 2005, MDCalc has been an essential part of the HCP's workflow at point-of-care to achieve better patient outcomes. Our evidence-based tools and clinical content written by physician experts support 50+ specialties and cover 200+ patient conditions, and we have a growing global presence with users in over 200 countries and territories.

Job Opening: Business Development—Health Systems

MDCalc is seeking a **full-time Associate or Senior Associate of Business Development** to spearhead our EHR integration program and help healthcare systems use our software to improve their care processes. We'll look to you to analyze client needs, create clinical workflows, develop strategies tailored to each organization, and provide guidance throughout each integration project. This role is ideal for someone who would like to learn the ins and outs of managing multiple functional areas of a fast-growing business while also contributing meaningfully to the shaping and scaling of the company.

Working from our office in Flatiron, NYC and reporting to the CEO, **the Associate/Senior Associate will work to:**

- Build out our sales and client relations team from the ground up while also working closely with our Product team to provide additional perspective and client insights
- Cultivate relationships with new and prospective clients by building credibility
- Liaise with healthcare organizations (admins, informatics/tech teams) on clinical applications and assessments of EHR integration
- Develop pitch materials and conduct software demonstrations for current and prospective EHR partners
- Work with Content and Marketing teams to maximize content development opportunities and create promotional marketing campaigns as they relate to cross-platform initiatives
- Analyze options for how to improve product monetization and collaborate in developing implementation plans
- Perform market and competitor research to identify opportunities for product differentiation and expansion

What we are looking for:

- Bachelor degree in the Sciences (Pre-Med coursework is a plus), Communications and/or Business
- Strong interest in the healthcare field and in communicating/working with healthcare professionals
- Excellent written and verbal communication skills
- Interest in working in a rapidly evolving start-up business environment and eager to learn new skills
- Ability to apply creative/strategic thinking skills and work under pressure and within deadlines

What we can offer you:

- Make a difference working with a small and nimble team positioned to change healthcare for the better
- Competitive benefits package: PTO, paid family leave, health insurance subsidy, etc
- Potential for profit sharing and an ownership stake in the company
- Have your voice heard and make an impact by being a trusted advisor to the leadership team
- Work directly with practicing MDs while learning more about the evolving healthcare landscape
- Perks such as educational credit, team lunches and outings, milestone celebrations, and more

Note that MDCalc is an **established start-up with an entrepreneurial environment**, so candidates should be prepared to be in a position to make a significant contribution to the company. The ideal candidate is a self-starter who can own a task, sustain motivation, and follow through to achieve results.

If you think you would be a good fit for the MDCalc team, please submit **your resume and a cover letter highlighting relevant experience and how this role may help you achieve your future goals** to Caroline Altman (caroline@mdcalc.com)