

UCSF Health

Medical Foundation

Network Development Representative

Overview:

UCSF Health Medical Foundation is a multispecialty physician foundation, and an associated clinically integrated network [CIN]. Our primary goal is to foster physician collaboration to deliver the most advanced pediatric care throughout Northern California and beyond. We have Pediatric, Ophthalmology, Adult Medicine, and Women's health clinics located throughout the San Francisco Bay area.

Key Responsibilities:

The Network Development Representative (NDR) is an experienced Healthcare Sales and Business Development Professional, responsible for driving physician engagement, generating new referral growth, and accelerating service line expansion across the UCSF Health Network, including UCSF Health Hyde Hospital, UCSF Health Stanyan Hospital, and affiliated UCSF Health Network Clinics and Services throughout the San Francisco Bay Area.

The NDR is a field-based role, within a designated territory. Responsibilities include calling on physicians and other healthcare professionals, representing the UCSF Health Network including and not limited to, Hospitals, Services, Service Lines, and Physicians.

This role serves as a strategic growth and relationship building expert representing the UCSF Health Network to external community physicians and other key stakeholders. The Network Development Representative, both independently and collaborating with Hospital and Network Leadership, identifies new business opportunities, maximizes existing referral networks, develops and successfully implements outreach strategies to grow inpatient and outpatient volumes.

The NDR will focus on high-priority service lines and growth initiatives as identified by hospital and network leadership. This position combines relationship-based sales, new business identification and development, maximizing existing relationships, market analysis, and clinical fluency to both expand UCSF Health's regional footprint and strengthen physician alignment within a defined territory.

Qualifications

- Proven successful track record as a Medical / Hospital Sales Representative
- Knowledge of Hospital Service Lines, Physician Specialties and related Services
- Strong communication, analytical, negotiation, and sales skills
- Good organizational and time management skills
- Ability to independently manage and grow a territory
- Proficiency in MS Office and CRM software

- BA or BSc degree

Responsibilities

- Allocates a minimum of 85% of time in a designated territory, building new and existing relationships with physicians and key stakeholders; proactively promoting and selling Hospital Service Lines, Services and the UCSF Health Provider Network
- Performs sales calls with community physicians, their office staff and other key stakeholders on a routine and consistent basis, and within the guidelines set by the Leadership Team.
- Maintains excellent working relationships with all physicians and their staff, representing UCSF Health Hospitals, Service Lines, Services and the Physician Network
- Understands and executes growth goals to achieve monthly, quarterly and annual targets
- Provides monthly and quarterly reports to Leadership on sales encounters and activities tracking to specified predetermined goals in specified timelines.
- Develops, along with leadership, the bridge plan if the metrics are not achieved
- Participates in monthly meetings led by UCSF Health Leadership and other key hospital personnel to coordinate activities, share visit information, and determine next steps

Benefits:

We offer a competitive benefits package, including a very generous 401(k) and Paid Time Off (PTO) plans.

Annual Salary - 190k-200k

Equal Employment Opportunity

UCSF Health Medical Foundation is an equal opportunity employer. In accordance with applicable law, we prohibit discrimination against any applicant or employee based on any legally-recognized basis, including, but not limited to: veteran status, uniformed service member status, race, color, religion, sex, sexual orientation, gender identity, age (40 and over), pregnancy (including childbirth, lactation and related medical conditions), national origin or ancestry, citizenship status, physical or mental disability, genetic information (including testing and characteristics) or any other consideration protected by federal, state or local law. Qualified candidates with criminal histories will be considered. Our commitment to equal opportunity employment applies to all persons involved in our operations and prohibits unlawful discrimination by any employee, including supervisors and co-workers.