

MID/IOI (Medically Integrated Dispensing and IOI) Solutions Sales Rep West Region

Department	Sales
Reports To	AVP of Sales
Territory	West Region
Employment Type	Full-Time, Exempt
Travel	Up to 50% (local and regional)
Compensation	\$120k - \$150k

Position Summary

The MID/IOI Solutions Sales Rep for Medically Integrated Dispensing (MID) and In-Office Infusion (IOI) is a field-based role responsible for driving revenue growth by partnering with physician clinics and offering our programs. This individual will serve as a trusted consultant to practice administrators, physicians, and clinical staff, educating them on the clinical, operational, and financial benefits of bringing these services in-house.

This is a high-impact, relationship-driven role ideal for a motivated healthcare sales professional who is passionate about improving patient access and enabling physician practices to expand their service capabilities.

About our Services

Specialty Medication Management is broken - and everyone feels it. Patients are sent to distant infusion centers or left to navigate a fragmented system of pharmacies, authorizations, and financial uncertainty, with little guidance and no guarantee that their care will arrive on time. Physicians order a therapy and immediately lose visibility into whether their patient ever receives it. Practice staff spend hours on Prior Authorizations, Benefit Investigations, and phone calls to Specialty Pharmacies, creating hours that were never meant to be spent that way. And at the center of it all is an accepted dysfunction in which the Site of Care and the Site of Treatment have become two entirely different places, and somehow we have all learned to accept it.

Our proprietary technology and service model, OnePulse Connect (SaaS – Software as a Service), was developed to end the Site of Separation model and focus on the Site of Care. By empowering practices to dispense and treat specialty medications directly through our Medically Integrated Dispensing (MID) and In-Office Infusion (IOI) programs and equipping them with the tools to manage every step of the patient and administrative journey. This brings treatment back to where it belongs, the physician's office, and in the hands of the team that knows the patient best. Our model also improves medication adherence, streamlines the patient care experience, and generates ancillary revenue for the practice.

The Regulatory Environment is accelerating this shift. A growing number of states have passed or advanced legislation restricting or prohibiting payer-mandated white bagging, a trend that is dismantling the Site of Separation model not just clinically, but also legally. Elevate Health Technologies MID and IOI programs, powered by OnePulse Connect, are purpose-built for exactly this moment. Practices that build in-office dispensing infrastructure now will be positioned to absorb the patient volume and manufacturer relationships that white bag programs can no longer hold.

Key Responsibilities

Business Development & Sales

- Prospect, qualify, and close new physician clinic partnerships for Medically Integrated Dispensing and In-Office Infusion program implementations.
- Build and manage a pipeline of target practices across an assigned territory.
- Conduct in-office sales presentations, needs assessments, and proforma analyses tailored to each practice.
- Achieve or exceed monthly, quarterly, and annual revenue and growth targets.
- Negotiate MSA agreements and coordinate onboarding with the internal implementation team.

Physician & Practice Relationship Management

- Develop and maintain strong, consultative relationships with physicians, practice administrators, office managers, and staff.
- Support QBR account reviews and check-ins to maintain program engagement and resolve any service issues.

Reporting & Market Intelligence

- Maintain accurate HubSpot CRM records, including activity logs, pipeline stages, and account notes.
- Provide regular territory updates, forecasts, and market feedback to sales leadership.
- Monitor competitive landscape and communicate insights to support product and strategy development.

Qualifications

Required

- 5+ years of B2B sales experience in healthcare, specialty pharmacy, or medical services.
- Demonstrated track record of meeting or exceeding sales quotas.
- Strong understanding of physician practice operations and clinic economics.
- Previous sales or business development experience in Neurology, Rheumatology and Gastroenterology is favorable
- Excellent communication, presentation, and negotiation skills.

- Ability to travel within assigned territory (up to 50%).
- Proficiency with HubSpot CRM software
- Valid driver's license and reliable transportation.

Preferred

- Experience selling Specialty Pharmacy, MID, and In Office Infusion Programs.
- Existing relationships with physician practices in the target region.
- Bachelor's degree in Business, Life Sciences, Healthcare Administration, or related field.

Work Environment

This is a field-based position. The representative will spend the majority of their time scheduling virtual meetings and visiting physician clinics and practice sites within their assigned territory. Some remote administrative work is expected for reporting, CRM management, and virtual meetings. A professional, polished presence is required when representing the company to healthcare providers.
