

**Director of Client Relations for Private Pay Home Care Growth**  
**Minimum 30 Hours per Week to start**

**Position Description**

Established Non-Medical Homecare Agency seeking a highly connected, results-driven professional to grow our private-pay home care business across two key Connecticut markets focused on building high-value clients in the following areas in Connecticut:

- Shoreline CT (Guilford, Madison, Old Saybrook) and Cheshire, CT

**Compensation:** Base and commission

**Responsibilities**

- Develop and manage referral relationships and new clients with:
  - Hospitals
  - Discharge planners and Social workers
  - Assisted living and memory care facilities
  - Skilled nursing facilities
  - Elder law attorneys, fiduciaries, and wealth advisors
  - Financial planners and wealth managers
  - Physicians
  - Disease Specific Associations
- Representing the company at community events, networking, presentations
- Track pipeline activity and revenue outcomes
- Collaborate with internal care teams to ensure smooth client onboarding

**What We're Looking For**

- Ideal candidate will have 3+ years in one of the following:
  - Home care / hospice liaison or marketer
  - Assisted living sales or admissions
  - Healthcare business development
  - Proven track record of generating referrals and closing private-pay clients
  - Strong existing relationships in the Cheshire and Shoreline CT markets

**Compensation Structure**

- Base salary (30 hours to Start ): \$35K–\$50K
- Commission: 3–5 % of collected revenue from new clients
- Monthly/quarterly bonuses for growth targets
- Mileage reimbursement

## **Benefits of Position**

- Flexible schedule with autonomy
- Significant opportunity for additional income based upon revenue growth
- Opportunity to expand into other areas