



**Job Title:** Community Outreach Specialist - Veterans Programs

**Location:** On the Road/Various Counties in Pennsylvania

**Job Type:** Full-Time

**About Us:**

Aging With Comfort is a compassionate and dedicated provider of home care services, specializing in supporting individuals who need assistance with daily living activities. We are committed to helping veterans and their families access quality care services that enhance their well-being and independence. Our team is driven by a shared passion for making a difference, and we are seeking a motivated and compassionate individual to join us as a Home Care Sales Representative, focusing on veterans' programs.

**Position Summary:**

As a community outreach specialist targeting veterans' programs, you will be responsible for engaging with, and educating the community on, our home care services to veterans, their families, and organizations that support them. Your role will involve building relationships with veterans' associations, hospitals, and healthcare providers, while educating and guiding veterans and their families through the process of accessing our services. The ideal candidate will have a strong understanding of veterans' benefits programs and the ability to communicate our offerings with empathy and professionalism.

**Key Responsibilities:**

- **Develop and Execute Strategy:**  
Develop and implement strategies to promote our home care services to veterans, ensuring alignment with their unique needs and the available benefits programs.
- **Identify and Build Relationships:**  
Establish and maintain relationships with key stakeholders including veteran organizations, healthcare providers, hospitals, and case managers, to increase referrals and program enrollment.

- **Educate and Support Veterans and Families:**  
Provide information and guidance to veterans and their families on available home care services, benefits, and eligibility criteria for veterans programs (e.g., VA benefits, Aid & Attendance).
- **Conduct Outreach and Networking:**  
Attend community events, veterans' meetings, and networking functions to build brand awareness and foster new business opportunities.
- **Presentations and Consultations:**  
Conduct in-person and virtual consultations with veterans and their families to assess their care needs and offer tailored solutions.
- **Collaborate with Internal Teams:**  
Work closely with the care coordination and intake teams to ensure seamless service delivery and follow-up on leads and referrals.
- **Meet Metrics & Targets:**  
Achieve monthly and quarterly sales goals by successfully converting leads into clients and expanding the company's presence in the veterans' market.
- **Provide Reporting and Feedback:**  
Track and report on sales activities, leads, and outcomes. Provide feedback on market trends and customer needs to help improve our services and offerings.

**Qualifications:**

- **Experience:**  
Minimum of 2 years of business development or community supports experience, preferably in home care, healthcare, or veterans services. Knowledge of veterans' benefits programs is highly preferred.
- **Education:**  
High school diploma required; Bachelor's degree in Business, Healthcare, Marketing, or related field is desirable.
- **Skills:**
  - Excellent communication and interpersonal skills
  - Strong understanding of VA programs, veterans' benefits, and eligibility requirements
  - Ability to build relationships with diverse community partners and clientele
  - Self-motivated with a strong drive to meet goals
  - Ability to work independently and as part of a team
  - Proficiency in CRM software and Microsoft Office Suite

- **Personal Attributes:**

- Compassionate and empathetic, with a deep respect for veterans and their families
- Detail-oriented and organized
- High level of integrity and professionalism

**What We Offer:**

- Competitive salary with performance-based incentives
- Comprehensive benefits package (medical, dental, vision)
- Paid time off and holidays
- Ongoing training and career development opportunities
- A supportive and inclusive team environment
- The opportunity to make a meaningful impact on the lives of veterans and their families in Pennsylvania.

**How to Apply:**

Interested candidates are encouraged to submit a resume and a cover letter outlining their qualifications and interest in the position to [recruiting@agingwithcomfort.com](mailto:recruiting@agingwithcomfort.com)