



WellNet Healthcare Group: Sales Analyst Position

WellNet Healthcare Group is looking for a driven and passionate sales analyst to join the sales and marketing operations team. Since 1994 when WellNet was established, it has been at the forefront of changes in the healthcare industry. WellNet is currently a leader in the healthcare technology and services space, offering a suite of health and benefits management services which has been implemented by companies of all sizes. WellNet has a significant footprint in the marketplace and has been expanding into new markets, focusing on growth and retention. WellNet is looking for an organized, outgoing and analytical person to support the sales and marketing executive functions throughout all aspects of the business cycle.

Key Responsibilities

- Support new business processes with a focus on organizing opportunities, supporting sales executives and outside channel partners, including consultant and broker partners, by providing relevant product information and technology capabilities.
- Develop a strong understanding of the healthcare marketplace as it relates to organizations including challenges, new approaches, data analysis and competitive pressures.
- Coordinate with WellNet divisions to continually providing market/prospect perspective on product gaps/needs/etc to ensure WellNet is continually on the cutting edge of industry offerings and has relevant information in the hands of outside channels.
- Organize and manage a CRM system with focuses on data integrity and movement of opportunities through the sales pipeline.
- Work seamlessly with account management team to implement new clients effectively and efficiently.
- Organize Sales proposals and track where opportunities are in the sales cycle, provide support to sales executives where needed and become an expert in the technologies and services to help the sales team exceed strategic goals.

Qualifications

- Bachelors Degree required
- Experience in a sales or marketing operations or inside sales roles not necessary but a plus
- Ability to manage many channels, projects, and opportunities
- Stellar relationship management skills and a desire to learn and grow into a more senior internal or external sales role
- Outstanding written and interpersonal communication skills
- Results driven, with a demonstrated sense of personal accountability
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Preferred Skills

- Microsoft Office Applications (Excel and PowerPoint focus)
- Microsoft CRM
- Microsoft MapPoint

Pay Benefits Work Schedule

WellNet Healthcare Group offers a competitive compensation and comprehensive benefits package including health and wellness benefits, 401k, as well as opportunities for career growth and development.

About WellNet Healthcare Group

The WellNet Healthcare Group is a healthcare management company dedicated to relentlessly identifying, quantifying, and removing costly inefficiencies and behaviors adversely impacting the healthcare costs of companies of all sizes. WellNet delivers solutions that enable companies to effectively manage their healthcare spend and achieve significant savings by identifying the root of the problem and prioritizing the most promising areas of cost-reduction opportunities in real time.

Visit us at www.wellnet.com

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