

Business Development/Sales Executive

Are you a business development/sales superstar who lives and breathes for closing deals?

Have you been selling in the healthcare industry (as a broker, as a consultant, for a carrier, for a TPA, etc) and you are looking for a new challenge with a company that is nimble, forward thinking, and not afraid to challenge the current paradigm of complacency and greed?

Are you passionate about affordable healthcare, think corporations are getting hosed on their annual healthcare cost increases, and want to be part of the team that helps to lower these costs and provide solutions for continued cost and health management?

Do you embrace technology in your personal life, understand and appreciate its value, and believe that its effective use is essential to a business' survival today?

If this describes you then we'd love to speak with you.

WellNet Healthcare is looking for a proven, driven, and passionate Business Development resource to join our exclusive team. WellNet has been on the forefront of changes in the healthcare industry since it was established in 1994 and we continue to be driving change today, 17 years later. WellNet currently offers a technology solution and suite of health and benefits management service unparalleled in the marketplace which is quickly being recognized as superior and implemented by companies of all sizes. We have significant traction in the marketplace including name brand clients that include Men's Warehouse, Bebe, Viking Range, Scooter Store, etc. Our focus now is getting that message out to as many market participants as possible which is where you come in.

Key Responsibilities

- Develop new business through relationships with C-Suite, leading consultants, brokers by understanding their benefits issues—including challenges and concerns—and then presenting specific solutions based upon these uncovered needs in order to close business deals for long term client development.
- Develop strategic partners and other centers of influence in order to close business deals for long term client development.
- 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.

Qualifications

- Bachelors Degree required, MBA preferred
- Minimum of 5yrs experience in a executive-level sales and business development role with a health benefits provider, health benefits consultant, insurance provider, or financial services company strongly preferred
- Proven track record of converting leads to clients and selling services through channel partners
- Stellar relationship management and negotiation skills
- Outstanding written and interpersonal communication skills
- Results driven, with a demonstrated sense of personal accountability
- Outstanding usage (but not abuse) of the internet and social media applications (Facebook, twitter, online banking, news...any type of technology that increases productivity without wasting time)
- Natural curiosity and a desire to thrive in a dynamic environment

Pay Benefits Work Schedule

WellNet Health Plans 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

WellNet Healthcare Group, a national healthcare management company is a leader in providing employers and plan sponsors fully integrated, performance driven healthcare services. With laser focus on management, measurement and highly targeted member engagement, WellNet's proven approach and cutting-edge technology delivers accelerated and unprecedented cost savings and efficiency gains that lower total medical benefit expenses today.

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