



## About WellNet Healthcare:

As a national healthcare management firm, WellNet creates lower cost level-funded and self-funded health insurance plans for companies offering employee benefits. With less margin, more technology and a frictionless member experience, our PPO plans, Reference Based Pricing options, and Hybrid plans lower healthcare expenses today and limit increases tomorrow. WellNet finally helps businesses and their members take back the profits from traditional health insurance companies. [www.wellnet.com](http://www.wellnet.com)

<b>Reports To</b>	Chief Revenue Officer
<b>Key Responsibilities</b>	Identify broker relationships and alternative pipeline sources to drive new client opportunities to WellNet securing their use of one or more of the firm's products. The successful candidate will lead by example, driving new business sales by engaging with consultants, employers, and internal WellNet partners to drive profitable revenue growth.
<b>Key Activities</b>	<ul style="list-style-type: none"> <li>• Develop new business through relationships with leading agents/brokers/consultants and C-Suite/human resources executives by understanding their benefits issues—including challenges and concerns—and then presenting specific solutions based upon these uncovered needs to close business deals for long-term client development.</li> <li>• Develop strategic partnerships including insurance agencies, and other centers of influence to close business deals for long-term client development.</li> <li>• Coordinate with WellNet divisions to continually exceed customer expectations for implementation, account management, and member support by implementing efficient processes and procedures (e.g. implementation checklists) and communication to ensure continuous improvement and overall customer success.</li> <li>• Work together with WellNet stakeholders to refine the product roadmap based on client/prospect perspectives on product gaps/needs/etc. to ensure WellNet is continually on the cutting edge of industry offerings.</li> <li>• Implement the WellNet marketing strategy with a focus on innovative, unconventional, and low-cost marketing techniques aimed at obtaining maximum brand exposure, a consistent corporate image and lead generation for WellNet.</li> <li>• Manage sales forecasting activities, including territory, setting and tracking leading performance indicators (calls, appointments, etc.), as well as lagging indicators (revenue, case size/count quotas, etc.) to ensure focus on revenue generating activities and appropriate compensation for success.</li> <li>• Serve as the subject matter expert (SME) for compliance with legislative and regulatory mandates impacting self-funded employee benefit plans (e.g. ERISA, COBRA, ACA)</li> <li>• Monitor and analyze competitor products, sales, and marketing activities</li> <li>• Be accountable for your sales pipeline including the quoting, closing and renewal processes.</li> <li>• Effectively utilize customer relationship management (CRM) and other technologies</li> <li>• Travel extensively (up to 60-75%) to attend prospect/client meetings, lunches/dinners, trade shows and other networking and business development activities.</li> </ul>
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• Bachelor's Degree required</li> <li>• Minimum of 5yrs experience in an executive-level sales and business development role with a health benefits provider, health benefits consultant, or insurance provider strongly preferred</li> <li>• Well versed in Employee Benefits and Self-Funding</li> <li>• Proven track record of converting leads to clients and selling services through channel partners</li> <li>• Relationship management and negotiation skills</li> <li>• Outstanding written and interpersonal communication skills</li> <li>• Results driven, with a demonstrated sense of personal accountability</li> <li>• Excellent communication skills – proven ability to communicate with executives, peers, the public, and others via all means of communication including telephone, email, written correspondence and in person</li> <li>• Excellent organizational skills with high attention to detail</li> <li>• Great planning and prioritization skills</li> <li>• Excellent computer skills – fluency in all Microsoft applications</li> <li>• Ability to handle difficult situations and people (high level of emotional intelligence)</li> <li>• Proactive and self-motivated with an ability to take direction</li> <li>• Ability to lead</li> <li>• Strong work ethic</li> <li>• Willingness to participate at all levels of the business</li> </ul>



**You are aligned with these values:**

- Challenger Sales Mentality
- Optimism
- EQ
- Accountability
- Respect
- Intelligence
- Hustle
- Adaptability
- Building long-term relationships

This position offers a competitive compensation package, including health benefits, 401k, ongoing training, and paid vacation time.

## Get to Know WellNet:

- **Video Meeting:** [For Advisors & C-Suite](#)  
(*What the Health Insurance Companies Don't Want You to Know*)
- **WellNet in the WSJ:** [Deception Behind Network Discounts](#)
- **Video:** [Advisors Talk About Competitors](#)
- **Video:** [Advisors Talk About Carriers](#)
- **Video:** [Advisors Talk About C-Suite](#)
- **Guide:** [Self-Funding Simplified](#)
- **Presentation:** [WellNet in Slides](#)

## Interested in Applying?

Please send an email to [partner@wellnet.com](mailto:partner@wellnet.com) and include:

1. Cover note and
2. Live Linked in bio link or resume.