

WellNet is focused on building and optimizing smarter self-funded group health plans for companies across the nation that employ 100 to 5,000 employees. Using our patented technology stack, we fix the unaffordable healthcare mess with ongoing education, stronger advocacy, and aligned incentives that combat the vested interests of the traditional health insurance carriers. Our unique ability is doing whatever it takes – at the right pace – with our Crawl, Walk, Run approach lowering the cost of healthcare and improving the experience for companies and their people.

The **Vice President of Business Development** will be responsible for creating and building relationships with brokers and consultants within their multi-state territory. Through these relationships, they will identify companies that have an interest in an alternate funding strategy (self-funding). After identifying the unmet needs of these companies, the VP of Business Development will work with the WellNet team to craft a customized response to address the needs of their prospect. The VP of Business Development will partner with the consultant and present our collective solution to the company in a compelling presentation resulting in a new client for WellNet. Successful Business Development candidates possess the following traits and characteristics:

- Ability to identify, develop and nurture strong broker/consultant relationships who work with companies with 100-5,000 covered employees on their health plan.
- Convey to target audiences WellNet's services and capabilities in a compelling manner with the ability to compare and contrast how our services exceed the competition.
- Act as a resource to brokers and consultants regarding products, services, WellNet's capabilities, and industry trends.
- Possess the ability to confidently present concepts, ideas, products, and capabilities to small and large audiences in-person or through virtual solutions (Zoom, Teams, Webex, etc.) using PowerPoint and other software and solutions.
- Ability to effectively build rapport and trust with various levels of decision-makers within diverse industries and cultures.
- Possess the business acumen to effectively illustrate to consultants and prospects how WellNet can solve simple and complex challenges facing their industry or workforce.
- Ability to articulate their thoughts and opinions in a creative and compelling way verbally and in writing.
- Promptly follow up on leads, opportunities, and tasks and deliver exceptional customer service through inquisitive discovery.
- Identify new service offerings and collaborate with key organization stakeholders in an effort to expand service offerings and profitability.
- Capture status, updates, next steps, and action items in companies CRM system.
- Provide regular reports of the sales pipeline, forecasts, and market analysis.

### **Ideal Candidates are:**

- Highly motivated, organized, and a competitive person with excellent communication (verbal, written, and listening) skills.
- Able to perform in a fast-paced environment with minimal supervision.
- Capable of learning and applying proven sales techniques to build relationships.
- Diligent in responding to and acting on new leads with the ability to follow up and follow through timely.
- Self-motivated to be successful and will identify creative ways to build and maintain their pipeline with opportunities to exceed their designated sales goals.

## What You Need

- 5+ years of previous sales experience, preferably in the Health Insurance industry with a Third-party Administrator (TPA) or similar industry
- Bachelor's degree or equivalent experience
- Proficient in Microsoft Office applications
- Excellent communication skills (verbally and written)
- Impeccable listening, analytical, and problem-solving skills
- Salesforce or CRM experience
- Ability to negotiate and influence decision-makers
- A team player who works hard to build and maintain relationships with key stakeholders internally and externally.
- Passion, drive, and proven track record of striving to be the best!

## **Why do people want to work at WellNet Healthcare?**

We are an entrepreneurial led privately owned and operated company with a proven track record for meeting and exceeding our customers' expectations. Clients come to WellNet because of our unique suite of solutions and our uncompromising passion to deliver the best experience to the companies we are fortunate to serve.

We're looking for hard-working, talented, passionate, and like-minded people who want to join us on our mission. Your work will be critical to our success as we continue to grow and make an impact in the healthcare industry.

We offer a competitive benefits package in a fun, energetic, and fast-paced environment.

- Personal, Vacation and Sick Time
- Medical and Prescription Plan
- Dental Coverage
- Vision Plan
- Life and Disability options
- 401k with Employer Match

**Interested Candidates should submit their resumes to [partner@wellnet.com](mailto:partner@wellnet.com)**

**Additional Information about WellNet and how we approach the market:**

[WellNet Healthcare](#)

[WellNet on LinkedIn](#)

[Crawl, Walk or Run with WellNet](#)

[WellNet's Broker Resources Page](#)

[Smarter Self-Funded Solutions Videos](#)