



## Business Developer

Join an award-winning team and a leading provider of Wellness Services. Health Designs is in search of a dedicated self-starting individual to expand our reach and grow new business opportunities.

At Health Designs our primary mission is to change lives and transform companies into healthy, happy, high performing workplaces through wellness assessments and screenings, health coaching, custom programming and executive reporting and analysis. We are seeking an individual who can deliver our message passionately to win new corporate clients, better serve existing clients and impact the health and well-being of more organizations.

### Core Responsibilities:

- Actively seek out and engage new business opportunities, clients and potential partnerships
- Cultivate relationships with brokers and insurance carriers
- Create and deliver presentations to gain new clients
- Maintain a full and productive pipeline well documented in company's CRM
- Prepare and report on goals, sales and prospects.
- Work closely with internal wellness team
- Meet and exceed profitable business goals

### Requirements

- Bachelor's Degree
- 3-5 years success in sales experience or relevant role
- Experience leading a strategic sales plan
- Experience with insurance carriers and brokers
- Strong interpersonal, communication and organizational skills
- Documented history of meeting and exceeding sales goals
- Diverse computer skills and experience using a CRM tool
- Ability to travel

This full-time position will receive base salary, commission, great benefits as well as all total rewards of working for one of Florida's Healthiest Employers. Send a two-minute video and resume to [Britney@healthdesigns.net](mailto:Britney@healthdesigns.net).

## EQUAL OPPORTUNITY EMPLOYER

