



Business Developer

Join an award-winning team at North Florida's leading provider of Wellness Services. Health Designs is in search of a dedicated self-starting individual to expand our reach and book of business.

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 seek 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 win new business
- Maintain a full and productive pipeline
- Prepare and report on goals, sales and prospects
- Work closely with Program Management Team
- Meet and exceed new business goals

Requirements

- Bachelor's Degree
- Drivers' license and clean driving record
- 3-5 years sales experience or relevant role
- Experience with and knowledge of regional insurance carriers and brokers
- Strong interpersonal and communication skills
- Documented history of meeting and exceeding sales goals
- Ability to travel

This full-time position will receive base salary, commission, great benefits as well as all perks of working for one of Florida's Healthiest Employers. Send a two-minute video and resume to Brian@healthdesigns.net

EQUAL OPPORTUNITY EMPLOYER

