



Wellness Account Executive

Join an award-winning team at North Florida's leading provider of Wellness Services! Health Designs, Inc. is in search of a dedicated self-starting Account Executive 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, individual health coaching, educational programs and executive reporting and analysis. We seek an individual who can deliver our message passionately to win new clients, better serve existing clients and impact more lives!

Core Responsibilities:

- Identify and engage new business opportunities, clients and products
- Meet and exceed goals related to new revenue
- Cultivate "One to Many" relationships for incremental growth with brokers, insurance carriers and resellers
- Maintain a full and productive pipeline well documented in company's CRM
- Assist Program Management Team in up-serving current clients
- Adhere to all company policies including data security and HIPAA compliance

Requirements

- Bachelor's Degree
- Drivers' license and clean driving record
- 3-5 years sales experience in a health or wellness field
- Documented history of meeting and exceeding sales goals
- Ability to travel per customer needs
- Current and diverse computer skills

This full time position will receive base salary, commission, benefits (health, vision and dental) as well as all perks of working for one of Florida's Healthiest Employers. Email resumes to Tom@Healthdesigns.net

EQUAL OPPORTUNITY EMPLOYER
Health Designs, Inc. Is a Drug Free Workplace

