

Job Title – Director of Business Development – US (multiple regions) and Global (Europe, Middle East, APAC)

Opportunity Summary

We are looking for a results-driven, dynamic, sales professional with demonstrated experience and success selling in a B2B setting as we enter the next level of growth at LifeSpeak. This is the perfect job for an experienced sales professional who is tired of selling “things” to people, and wants an opportunity to work with a service that helps people.

This is an exceptional opportunity to sell our wellbeing platform/SaaS to employers to help their employees with the daily challenges of life. The ideal candidate will bring sales experience into HR, employee benefits, employee wellness, and/or health benefits space.

The candidate should demonstrate a strategic sales approach, great persuasive oral/written communication skills, effective prospect/territory management within an assigned territory, and self-motivated.

Location: The candidate will work remotely. We are open to location.

About LifeSpeak, Inc.

LifeSpeak is the digital wellness platform that helps best-in-class employers keep their employees present, healthy, and thriving. Employees can easily access the support they need to overcome life’s unexpected hurdles, keeping their minds and bodies productive at work. LifeSpeak understands that wellbeing extends beyond individual employees, so we have made our 100% confidential platform accessible by family members as well. Our online platform is packed with thousands of videos, podcasts, “Ask the Expert” chat sessions, and tip sheets, all created and delivered by leading North American experts (available 24/7/365 from any computer or mobile device) that cover topics from mental health and financial wellbeing to marital relationships and eldercare.

Position Reports to: Vice President of Sales and Partnerships

Primary Responsibilities:

In your role as a Director of Business Development, you will be responsible for leading and conducting sales and business development activities across the specified territory, including networking, generating sales leads, pursuing prospective clients, attending client meetings, drafting proposals and service agreements, and working with our account services team to smoothly onboard the prospect.

For instance, you will:

- o Identify prospects and cold call into your target market’s employers
- o Generate qualified in-person and virtual prospect meetings by phone and email
- o Conduct a persuasive demonstration of the LifeSpeak platform’s user experience
- o Sell employee benefits/wellness solutions directly to employee benefits decision makers (i.e. C-suite, VP of Compensation and Benefits, Benefits Directors, Directors of Human Resources, Directors of Wellness, etc.)

- Tenaciously follow through and prioritize prospect needs in relation to sales opportunities for the company
- Work with consultants and business partners in your assigned territory to identify and pursue employer opportunities
- Timely completion of sales administration activities (e.g. activity reporting, expenses, etc.)
- Consistent usage of the CRM system (Salesforce.com, presently) to document opportunity information and activity
- Meeting, event and tradeshow attendance, when required
- Other projects and activities as requested by management

Other Qualifications we are looking for:

- Results-oriented
- Excellent written and oral communication skills
- Willingness to travel within assigned territory (and for other reasons upon request)
- Team-oriented (highly supportive across all business functions), have a “can-do” attitude and are flexible
- Ability to build solid, long-lasting relationships within the team and with clients
- Ability to work remotely. You must be self-motivated and extremely driven, always looking to build on your success
- Experience in SaaS businesses and/or B2B employer sales is considered an asset
- Demonstrated tenaciousness and perseverance

To apply for this position, please email your resume to: careers@lifespeak.com