

Job Title: **Director of Business Development - Strategic Alliances (US and Global)**

Opportunity Summary:

The Director of Business Development - Strategic Alliances, main purpose is to generate business from new and existing distribution channels. As such you will have two primary areas of focus:

- Expand LifeSpeak’s partnership network within key distribution channels, such as industry strategic alliances (e.g. wellness providers, EAP’s, complementary organizations) and establishing new Healthplan/Carrier distribution relationships.
- Work with existing partners to encourage lead generation and help drive deal flow with those partners.

Position Reports to: Vice President of Partnerships and Sales

About LifeSpeak:

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.

To learn more about our dynamic company, product and team, please visit us at www.lifespeak.com.

Responsibilities:

- Work with the VP of Partnerships and Sales to identify desired partnership targets.
- Leverage your existing relationships and contacts and develop new relationships with strategic alliance partners within the wellness industry. Examples of such partners include wellness platform vendors, EAP providers, HRA/Biometrics providers, point solutions, and the benefits consulting industry.
- Utilizing a mix of existing relationships, strategic introductions, and charismatic outreach, you will establish a pipeline of desired health plan and carrier partners.
- Be a go-to LifeSpeak sales, opportunity, and product expert between us and our partners.
- Evangelize LifeSpeak within existing partners at the partner salesperson/office/region level to promote lead generation.
- Work closely with the VP of Partnerships and Sales to secure the new relationships and manage deal flow.
- Maintain the partner records and information within the CRM system with updated partner opportunities, information, and activities.
- Work with the Operations team if there is any technical integration necessary.
- Other projects and activities as requested by management.

Requirements:

- 10+ years of experience in the healthcare industry preferably in employee benefits, with a focus on consulting/brokering relationships, carrier relationships, sales, business development, strategic partnerships, or customer-facing roles.
- Experience managing executive-level sales process.
- Experience effectively leading meetings.
- Experience with successful complex negotiations for long-term relationship management.
- Demonstrated success of being a team player with vision, perseverance and a track record of transforming ideas into reality.
- Excellent written and verbal communications skills.
- Track record of success forging productive relationships within the healthcare consulting and carrier community.
- Bachelor's degree required; advanced degree welcome.

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