

Sr Sales Director, Hospital Market

Wildflower Health produces software applications that help families better connect to healthcare and help healthcare enterprises influence and support healthy consumer behaviors across a lifetime of health decisions. The company's digital products support women and their families to drive prevention, risk identification and connections to care right on the smartphone. The company supports families during every life stage, from preconception and pregnancy, through pediatrics and adult health, supporting common episodes of care over time. Wildflower Health's applications are offered to consumers worldwide by leading health plans, hospitals and health systems, and employers.

We are poised for rapid expansion and looking for experienced sales professional to enhance our team by driving new business development. This role will have the opportunity to work with hospital systems, and providers to help Wildflower Health meet its vision to be the digital front door to the healthcare system for millions of families.

Key responsibilities include:

- Aggressively prospect for new account development and/or expand existing accounts
- Work closely with Wildflower Health leadership, client directors and product development to provide on-going market feedback and intelligence
- Prospect for new account development and/or expanding existing accounts within established geographic territory
- Maintain a high level of Wildflower product & domain expertise
- Maximize sales operating plan via business and territory strategic plans, including existing installed base
- Creating and maintaining opportunities in the Sales Funnel per the Wildflower Health sales process
- Collaborating with sales leaders and account teams to meet booking, revenue and margin targets
- Maintaining an accurate degree of forecasting
- Preparing proposals, sales quotations and effective customer meetings
- Demonstrating advanced technical knowledge of equipment capabilities on assigned products in assigned territories
- Maximizing clinical, technical and operational domain excellence to assist client development of transformational mobility strategies
- Gaining trust and maximizing credibility with clients
- Interfacing with key buying influencers (department heads, CXO level personnel) to negotiate sales and close deals
- This position will be located remotely in the Central US (Between Chicago and Texas) and will report in to our San Francisco-based corporate office
- Requires 25%-50% travel

Ideal Candidate:

- 5+ years experience in business development for healthcare, with a focus on solution-based sales
- Track record of exceeding sales and lead generation operating plan



- Demonstrates excellent communication and strong presentation skills
- Experience maintaining or administering Salesforce CRM a plus