

Job Title: Senior Relationship Development Manager

Job Location: Flexible

Level of Education: BA/BS

Years of Experience: 5-7 Years

Navigate Wellbeing Solutions is seeking an experienced and qualified Relationship Development Manager to join our team!

Navigate Wellbeing Solutions is a fun, collaborative and energetic environment that encourages healthy living, creative thinking and fresh ideas. Our wellness solution motivates, educates and empowers organizations to make positive and lasting lifestyle changes to achieve optimal health. We offer online customized wellness challenges that bring together teams of friends, families, employees and communities to create a lifestyle of healthy habits and physical activity that leads to improved nutrition and weight loss.

Senior Relationship Development Manager Job Summary:

The **Senior Relationship Development Manager (SRDM)** will work within a sales team and at the direction of a sales leader to support wellness program sales through existing assigned channel partner relationships (brokerage firms, reseller organizations, etc.). The SRDM will work in concert with the sales leader to build relationships with wellness practice leaders, producers, etc. that result in advancing the Navigate brand and securing sales. This position is a channel partner facing role and includes travel to channel partner locations.

Key Responsibilities:

All duties are performed in support of and at the direction of the sales leader.

- Support the sale of Navigate Wellbeing Solutions through assigned channel partners for prospective new clients.
- Effectively build channel partner relationships.
- Develop Local broker partner relationships
- Sells integrated Navigate Wellbeing Solutions products for new and existing clients achieving baseline sales and quarterly sales performance metrics
- Work closely with Navigate Wellbeing Solutions operations and marketing teams to make sure channel partner and client needs are met.



Key Responsibilities (continued):

- Performs tasks including presentation development, sales presentations and systems demonstrations, advancing prospect sales opportunities, report development, etc.
- Records all activity in the Pipedrive CRM platform
- Helps from time to time with training for the business development team
- Keeps product offering knowledge up to date by studying new product descriptions, participating in educational opportunities, etc.
- Helps accomplish sales team and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Travel expectations can be up to 40% of the time
- Effectively manages client expectations and escalations to full resolution and satisfaction
- Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Supports the completion of RFI and RFPs

Navigate Wellbeing Solutions Core Expectations:

At Navigate Wellbeing Solutions, we expect all our employees to live the family values that have helped shape our culture:

- Deliver the Boom
- Be Inspiring, Innovative & Embrace Change
- Passion + Energy + Determination = Results
- E.L.E. – Everybody Loves Everybody
- Teamwork Makes the Dream Work
- Invest in Yourself and Mentor Others
- Sure Do... But Do More With Less
- Community=Family=Happiness
- Be Humble
- Give Back

Core Job Competencies:

- Highly motivated with strong work ethic
- Ability to read, listen and communicate effectively
- Able to speak in small groups, and have the ability to educate and persuade around product value proposition
- Ability to develop, maintain and manage relationships with assigned key partners through on site and over the phone presentations, sales calls, verbal and written presentations and communications.
- Some sales skills/ability
- Exceptional customer service and interpersonal skills.
- Proficient knowledge of business software programs (Excel, PowerPoint, etc.)

Experience:

- Has proven experience in both health & wellness sales and/or account management.
- Previous experience working with channel partners is preferred.
- Has been part of a team responsible for achieving sales goals
- Prospecting and closing new business
- Mastering technical product understanding
- Building Relationships (especially with channel partners)
- Usage of contact data base/CRM systems to track activity and pipeline progress
- Operating in a professional business and sales environment

Benefits & Perks:

- Competitive salaries and bonus program
- Medical, Dental and Vision coverage
- Wellness initiatives
- Casual dress code
- 401k Match
- Paid time off and holidays

Please contact Navigate at Hiring@navigatewell.com if interested in this position!

