

United States Jobs Expertini®

Sales Executive, Mid-Market (EAP/Health Insurance)

[Apply Now](#)

Company: LifeWorks

Location: Denver

Category: other-general

TELUS Health and LifeWorks have recently come together to leverage the power of technology and our caring cultures to further progress our shared goal of building a healthier and friendlier future for all. As a global-leading health and well-being provider – encompassing physical, mental and financial health – TELUS Health is improving health outcomes for consumers, patients, healthcare professionals, employers and employees. TELUS Health supports the total health and well-being of over 35 million lives worldwide with our clinical expertise, global presence and digital well-being platform offered through our Integrated Health Solutions. We empower healthier, happier, and more productive employees by combining our award-winning Employee Assistance Program with proactive wellness solutions in a digital ecosystem that helps them prevent and manage issues and concerns about family, health, life, money, and work.

As a Global Employee Engagement Platform serving tens of thousands of companies and millions of employees worldwide, our Integrated Health Solutions use innovative technology and mobile-first user experience to deliver a Total Wellbeing Solution that people and companies - such as Aviva, Burberry, Walgreens, Expedia, Intel and Nestlé Canada - love to use.

Our employees have access to the same high-quality well-being support and resources provided to our customers. We pride ourselves on providing a work environment that inspires innovation, connection and collaboration while also supporting your growth and

development both personally and professionally. We value difference-makers, and individuals and teams who bring high energy, passion, and a relentless commitment to excellence to their roles.

We are actively seeking a Sales Executive, Mid-Market, REMOTELY based in the United States, dedicated to advancing our sales endeavors within an assigned territory.

Responsibilities

Develop and manage a strong pipeline to ensure quota target coverage

Meet quarterly, and annual, financial targets

Develop direct sales channel through account-based sales model and cold outreach strategy

Sell well-being solutions through both direct and broker/consultant channels

Enthusiastically represent TELUS Health in business presentations, relationships, community efforts and general networking activities

Develop new broker channel relationships and influence their decision-making processes

Nurture existing partners to develop long-term channel relationships

Communicate professionally, crisply and confidently. Must be able to passionately articulate the TELUS Health business proposition and ROI model

Maintain responsibility for full sales cycle, from opportunity identification through to negotiation and close of sale, with a heavy focus on prospecting

Succeeding as a Sales Executive, Mid-Market will require the following core qualifications and skills:

Post-secondary degree in Business, Marketing or other customer focus academic curriculum

5+ years record of accomplishment of selling business value-driven software solutions and consistently meeting and exceeding annual quotas of \$750,000+

Demonstrated sales success experience within the human capital management (HCM) or a

closely related industry

Knowledge of EAP, the Insurance industry or group benefits

A highly energetic, trusted and influential relationship builder that has strong attention to detail

Strong business acumen, and expert negotiation

Strong outreach/cold calling skills

Strong interpersonal skills, and solid written and oral communication skills

Strong organizational skills, professional maturity, and the ability to think and act strategically

Exceptional drive, energy and communication/presentation skills

Demonstrates a proactive, entrepreneurial spirit and mindset

Ability to evangelize to and advocate on behalf of channel partners/ brokers

Experience working with Salesforce or comparable CRM

Occasional travel within the assigned region(s) will be required

Note, this is a REMOTE home-based position

#LI-JG1

#LI-Remote

#LifeAtTELUS

#HiringNow

TELUS Health is an Equal Opportunity Employer. It is our policy to hire without regard to race, color, creed, religion, national origin, citizenship status, sex, marital status, age, disability, sexual orientation or veteran status.

Where permitted by law, company employees must be fully immunized to access a TELUS Health office or customer premises.

Persons with disabilities who need accommodation in the application process or those needing job postings in an alternative format may e-mail a request to .

By applying to this role, you understand and agree that your information will be shared with

the TELUS Group of Companies' Talent Acquisition team(s) and/or any leader(s) who will be part of the selection process.

[Apply Now](#)

Cross References and Citations:

1. Sales Executive, Mid-Market (EAP/Health Insurance) [CounselorjobsJobs Denver](#)
[Counselorjobs](#)
2. Sales Executive, Mid-Market (EAP/Health Insurance) [Astronomyjobs Jobs Denver](#)
[Astronomyjobs](#)
3. Sales Executive, Mid-Market (EAP/Health Insurance) [Seasonaljobs Jobs Denver](#)
[Seasonaljobs](#)
4. Sales Executive, Mid-Market (EAP/Health Insurance) [Londonjobscareer Jobs Denver](#)
[Londonjobscareer](#)
5. Sales Executive, Mid-Market (EAP/Health Insurance) [SportsjobsJobs Denver](#)
[Sportsjobs](#)
6. Sales Executive, Mid-Market (EAP/Health Insurance) [BelgiumjobsJobs Denver](#)
[Belgiumjobs](#)
7. Sales Executive, Mid-Market (EAP/Health Insurance) [Gurujobs Jobs DenverGurujobs](#)
[Gurujobs](#)
8. Sales Executive, Mid-Market (EAP/Health Insurance) [Warsawjobs Jobs Denver](#)
[Warsawjobs](#)
9. Sales Executive, Mid-Market (EAP/Health Insurance) [Chinajobs Jobs Denver](#)
[Chinajobs](#)
10. Sales Executive, Mid-Market (EAP/Health Insurance)[Kazakhstanjobs Jobs Denver](#)
[Kazakhstanjobs](#)
11. Sales Executive, Mid-Market (EAP/Health Insurance)[Openairmedia Jobs Denver](#)
[Openairmedia](#)
12. Sales Executive, Mid-Market (EAP/Health Insurance)
[Visualcontentcareeropportunities Jobs DenverVisualcontentcareeropportunities](#)
13. Sales Executive, Mid-Market (EAP/Health Insurance)[StudentjobsnearnmeJobs Denver](#)

Studentjobsnearme ↗

14. Sales Executive, Mid-Market (EAP/Health Insurance)HtmljobsJobs DenverHtmljobs ↗

15. Sales Executive, Mid-Market (EAP/Health Insurance)PathologistsjobsJobs Denver Pathologistsjobs ↗

16. Sales Executive, Mid-Market (EAP/Health Insurance)Fashionjobsnearme Jobs Denver Fashionjobsnearme ↗

17. Sales Executive, Mid-Market (EAP/Health Insurance)Medicalnursejobs Jobs Denver Medicalnursejobs ↗

18. Sales Executive, Mid-Market (EAP/Health Insurance)Governmentjobsnearme Jobs Denver Governmentjobsnearme ↗

19. Sales executive, mid-market (eap/health insurance) Jobs Denver ↗

20. AMP Version of Sales executive, mid-market (eap/health insurance) ↗

21. Sales executive, mid-market (eap/health insurance) Denver Jobs ↗

22. Sales executive, mid-market (eap/health insurance) Jobs Denver ↗

23. Sales executive, mid-market (eap/health insurance) Job Search ↗

24. Sales executive, mid-market (eap/health insurance) Search ↗

25. Sales executive, mid-market (eap/health insurance) Find Jobs ↗

Source<https://us.expertini.com/jobs/job/sales-executive-mid-market-eap-health-insurance--denver-lifeworks-01bd65258e/>

Generated on: 2024-05-02 by [Expertini.Com](https://us.expertini.com/)