



# Health System Sales Director

**Location:** Remote (US)

**Reports To:** CEO

**Department:** Sales

## About WellBeam

WellBeam is transforming clinical workflow interoperability between hospitals and post-acute providers. By replacing legacy fax- and phone-based processes with intelligent, EMR-integrated workflows, we enable care teams to coordinate in real time, unlock revenue, and improve patient outcomes across the acute-post-acute continuum.

We partner with many of the largest and most forward-thinking health systems and medical groups in the country, embedding deeply into Epic and other EMRs to modernize longitudinal care workflows.

## Role Summary

As WellBeam continues to grow, we are seeking a Health System Sales Director to advance and drive WellBeam's enterprise sales motion across U.S. health systems and their owned and affiliated medical groups.

- Lead net-new logo acquisition and expansion across large health systems.
- Sell complex, EMR-integrated clinical workflow solutions to senior stakeholders.
- Drive a consultative, value-based sales process for a new category of infrastructure software.
- Contribute to building and scaling a high-performing enterprise sales motion.

This is a highly strategic, front-line role requiring deep experience navigating complex, multi-stakeholder healthcare environments and a demonstrated ability to consistently close complex enterprise SaaS deals.

## Key Responsibilities

### Enterprise Sales Execution

- Own the full enterprise sales cycle - from pipeline generation through close - for large health systems and medical groups.
- Consistently achieve and exceed revenue targets through high-value, complex deal execution.
- Drive deals that require multi-threaded stakeholder alignment and relatively longer sales cycles.

### Stakeholder Engagement

- Build and manage relationships with senior stakeholders across clinical operations, physician enterprise and medical group leadership, population health, and IT or digital transformation teams.
- Navigate complex organizational structures and align multiple stakeholders toward a shared decision.

### Consultative and Category-Defining Selling

- Lead sales for a new solution category by educating the market, framing the problem clearly, and articulating differentiated value.
- Develop ROI-driven business cases that resonate with clinical, operational, and financial stakeholders.
- Translate clinical and operational challenges into clear financial and strategic value.

### Pipeline Development and GTM Contribution

- Develop and manage a strong, high-quality pipeline of enterprise opportunities.
- Partner with Marketing and Leadership on outbound strategy and account prioritization.



- Contribute to refining messaging, positioning, and go-to-market strategy.

### **Sales Leadership and Scaling**

- Mentor or support junior sales reps as the team grows.
- Contribute to sales process, forecasting discipline, and operational rigor.
- Help shape the foundation for a scalable enterprise sales organization.

### **What Success Looks Like**

- Enterprise opportunities progress with strong ownership, discipline, and follow-through.
- WellBeam expands relationships and closes marquee health system accounts.
- Executive stakeholders view WellBeam as a credible, category-defining partner in clinical workflow interoperability.
- Pipeline quality, forecasting rigor, and overall sales execution improve over time.
- The enterprise sales motion becomes more repeatable and scalable as the company grows.

### **Qualifications**

#### **Required**

- Minimum 5 years of dedicated experience selling healthcare SaaS to health systems.
- Majority of experience focused on clinical and operational executive stakeholders within health systems or physician enterprises.
- Proven success selling complex enterprise SaaS solutions to health systems with multi-stakeholder buying processes.
- Demonstrated track record of consistently meeting or exceeding quota, with clear evidence of performance.
- Strong experience in consultative, solution-based sales, particularly in emerging or undefined categories.
- Deep understanding of health system operations, clinical workflows, and EMR environments.

#### **Preferred / Stand-Out**

- Experience managing the performance of enterprise sales reps, alongside mentoring and developing talent.
- Highly skilled at sales operations, forecasting, and pipeline management.
- Experience at a high-growth Series A-D healthcare SaaS company.
- Familiarity with Epic, Cerner, and/or post-acute ecosystem integrations.
- Experience selling into ambulatory, population health, or post-acute workflows.

### **The Type of Person You Are**

- You are a true enterprise seller who is comfortable in complex, high-stakes environments.
- You are highly credible with clinical and operational executives.
- You are energized by building and selling new solution categories.
- You are data-driven, accountable, and consistently high-performing.
- You can help strengthen sales rigor and contribute to scaling the commercial function over time.

### **Why You'll Love Working at WellBeam**

- Competitive salary and equity participation
- Remote work with flexible working hours



- Monthly team dinners (if local to the SF Bay Area) and regular company-wide offsites
- Generous holidays and Paid Time Off
- A variety of health, vision, and dental insurance options
- 401(k) and Workers' Compensation

### **Interested?**

Email [recruitment@well-beam.com](mailto:recruitment@well-beam.com) with the role title in the subject line. Please include a brief introduction and your resume.

*WellBeam | Health System Sales Director Job Description*