



## WellBeam: Account Executive, Independent Medical Groups & Physician Practices

**Location:** Remote (US)

**Department:** Growth

**Reports To:** Senior Director of Growth

### About WellBeam

WellBeam is transforming clinical workflow interoperability between hospitals, post-acute providers, and now independent medical groups. Our partner health systems rely on WellBeam to eliminate legacy fax- and phone-based processes, replace them with intelligent EMR-integrated workflows, and enable care teams to coordinate in real time.

Our platform unlocks new revenue, speeds care transitions, and strengthens clinical outcomes across the acute–post-acute continuum. Following our recent financing and rapid expansion across major systems, WellBeam is now opening a new strategic growth category: **bringing these same powerful workflow capabilities to high-performing independent physician practices and medical groups.**

This role will be the first hire dedicated to this segment — building and owning the full go-to-market motion for independent medical groups.

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### The Opportunity

Independent physician practices are under increasing pressure to deliver high-quality care while driving sources of new revenue and operating efficiency in a fee-for-service environment. Yet these groups face fragmented communication channels with post-acute partners— slowing their ability to manage patients, close clinical loops, and maximize reimbursement.

WellBeam already solves this problem at enterprise scale for top health systems and health system owned medical groups. Now, we are expanding access to these capabilities for independent medical groups who demand modern clinical communication, reimbursement pathways for unbilled work already being done by their physicians, better operational efficiency, and seamless interoperability with acute and post-acute partners.



As one of the earliest members of WellBeam's commercial team, you will drive growth of this new market category from the ground up — driving the initial revenue, proving the motion, and ultimately, if successful, helping build the team around your success.

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## What You'll Do

- **Own the full-cycle sales motion** for independent medical groups and physician practices, from top-of-funnel lead generation through deal closure.
  - **Sell WellBeam's SaaS platform directly to practice managers, physician leaders, and medical group executives** — demonstrating clear workflow, financial, and clinical value.
  - **Be the founding seller for this segment**, shaping the GTM playbook, refining messaging, and proving repeatability.
  - **Aggressively source your own pipeline** through conferences, outbound prospecting, your personal network, and targeted market development activities.
  - **Run both bottom-up and top-down sales strategies**, engaging operational leaders while also navigating physician and executive stakeholders.
  - **Pound the pavement** — visiting practices, attending conferences, and building presence in specialty and state medical society channels.
  - **Operate with extreme ownership**: self-starter, minimal hand-holding, and highly results-focused.
  - **Demonstrate strong early wins** that set the foundation for scaling this vertical — with a clear path to grow into a leadership role as performance is proven.
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## Who You Are



- **3–5+ years of proven success selling SaaS directly to independent physician practices** (practice managers, physician owners, medical directors).
  - Able to **demonstrate real, verifiable performance** selling clinical or workflow solutions into ambulatory groups.
  - **Thrives in early-stage environments** — you don't need structure to deliver results; you help *create* the structure.
  - Experience at a **fast-growing digital health or healthtech SaaS company** where you contributed meaningfully to ARR growth.
  - **Resourceful and proactive** — you know how to generate pipeline, craft messaging, build relationships, and close without heavy support.
  - Deep familiarity with **practice operations, fee-for-service pressures**, and the workflow needs of outpatient clinicians.
  - Someone who is **ambitious**, wants to show meaningful impact quickly, and is motivated by the opportunity to **build and eventually lead** this new market segment.
  - Energized by travel, conferences, and in-person relationship building.
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## Why WellBeam

- Build a new commercial line from zero to scale.
- Join a company already trusted by the country's leading health systems and scaling rapidly.
- Meaningful equity and upside tied to the success you help create.
- A mission that directly improves clinical workflows and patient outcomes.

*Compensation: \$150,000 - \$350,000 OTE*



## **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.