

## **WellBeam: Strategy & Operations Manager**

**Location:** Remote (US)

**Department:** Strategy & Operations

**Reports To:** VP, Finance & Operations

### **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 drive better outcomes for patients transitioning out of the hospital.

Following our recent financing and rapid growth, WellBeam is scaling its footprint with leading health systems and post-acute organizations nationwide. As we continue to expand, we are building a world-class Strategy & Operations function to help power the next stage of our growth.

### **The Opportunity**

We are seeking an exceptional, highly motivated Senior Manager of Strategy & Operations to serve as a force multiplier across the organization. This is a high-impact role ideal for someone who enjoys building strategy, structure and process, and wants to help shape a fast-growing digital health company.

You will work directly with the VP of Finance & Operations to drive critical initiatives spanning strategy, analytics, operations, performance, and cross-functional execution. This role is perfect for a strategic thinker who is equally comfortable rolling up their sleeves, owning complex projects end-to-end, and driving measurable results.

### **What You'll Work On**

You will lead and support a diverse set of strategic and operational initiatives, including:

#### **Strategic Insights & Market Intelligence**

- Conduct structured market analyses to identify and size new product and segment opportunities
- Provide insights on market dynamics, competitive landscape, buyer personas, and strategic fit

- Build recommendations that inform WellBeam's product, commercial, and partnership strategy

## **Business Development & Growth Enablement**

- Use WellBeam's ideal customer profiles to identify customer targets using WellBeam healthcare databases, to support email campaigns and account based marketing efforts;
- Refresh and maintain sales assets, including creating or refreshing flagship customer case studies, sales collateral, and strategic positioning materials

## **Operational Excellence & Process Improvement**

- Drive improvements across WellBeam's internal processes, playbooks, and cross-functional workflows
- Develop and refresh client reporting materials, implementation playbooks, and internal SOPs to enable the Company to scale efficiently

## **Performance, Reporting & Executive Communications**

- Support preparation of investor updates, board materials, and strategic presentations
- Improve Sales reporting against updated reporting metrics using Company's CRM
- Identify internal AI based automation and optimization initiatives or solutions;
- Review, refine, and evolve company-wide KPI dashboards and performance metrics

## **People, Culture & Organizational Development**

- Partner with leadership to establish cultural norms, values, and rituals as the organization scales
- Support internal communications, planning cycles, and cross-departmental alignment



## What We're Looking For

- 4+ years in management consulting, investment banking, VC/PE, or strategy/ops at a high-growth startup
- Exceptional analytical, research, and problem-solving skills
- Strong communication and presentation abilities—comfortable presenting to senior executives
- Experience in healthcare or deep interest in the healthcare ecosystem
- Ability to independently drive multiple initiatives in a fast-paced, rapidly evolving environment

## Bonus Points For

- MBA
- Experience with CRM tools such as Salesforce or HubSpot
- Background in economics, finance, business operations, or early-stage ventures

## Why You'll Love Working at WellBeam

- Join a mission-driven, collaborative team improving care for millions of patients
- Competitive salary and equity participation
- Comprehensive health, dental, and vision benefits
- Opportunity to shape the trajectory of a rapidly scaling digital health company

*Compensation: \$140,000 - \$190,000*

## 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.