WellBeam
Connected Care

June 2026

WellBeam: Health System Senior Sales Manager / 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.

Following rapid growth and recent financing, we are seeking an exceptional **Health System Sales Senior Manager or Director** to drive expansion across enterprise health system customers nationwide.

Role Summary

The Health System Sales Senior Manager / Director will advance and drive WellBeam's enterprise sales motion across U.S. health systems and their owned and affiliated medical groups.

This individual will:

- Lead **net-new logo acquisition and expansion** across large health systems
- Sell complex, **EMR-integrated clinical workflow solutions** to senior stakeholders within US health systems

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- Drive a **consultative, value-based sales process** for a new category of infrastructure software
- (Bonus) 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 evidence at consistently closing 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 including:
    - Clinical operations leaders
    - Physician enterprise / medical group executives
    - Population health leadership
    - IT / digital transformation teams
- Navigate complex organizational structures and align stakeholders toward a shared decision

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Consultative & Category-Defining Selling

- Lead sales for a **new solution category**, requiring:
    - Market education
    - Problem framing and value articulation
    - Development of ROI-driven business cases
- Translate clinical and operational challenges into **clear financial and strategic value**

Pipeline Development & 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

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(Bonus) Sales Leadership & 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

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Qualifications

Required

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- **5+ years of dedicated and proven success selling healthcare SaaS to health systems**
- Majority of experience focused on **clinical and operational executive stakeholders** within health systems or physician enterprises or population health
- 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) year over year, for multiple years with proven multi-year stability with a single organization
- Strong experience in **consultative, solution-based sales**, particularly in emerging or undefined categories
- Deep understanding of health system operations, clinical workflows, and EMR environments

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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

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What Success Looks Like

- Consistently exceeds enterprise revenue targets and closes marquee health system accounts

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- Builds strong executive relationships across leading health systems
- Establishes WellBeam as a **category-defining partner** in clinical workflow interoperability
- Contributes to a repeatable, scalable enterprise sales motion
- Plays a meaningful role in accelerating WellBeam's growth across the health system market

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Who You Are

- A **true enterprise seller** — comfortable in complex, high-stakes environments. Comfortable in high growth and early stage company environments
- Highly credible with **clinical and operational executives**
- Energized by building and selling **new solution categories**
- Data-driven, accountable, and consistently high-performing
- (Bonus) A strong operator who can help scale a sales function over time