Terryberry Careers
Wellness Solutions Specialist

terryberry
Engage · Reward · Succeed

Being Engaged is what we do at Terryberry, and what we offer the market.

Terryberry is searching for a Wellness Account Executive who will report to the Vice President – Wellness. Do you have a passion for Wellbeing? A history of success selling with Brokers/Consultants and Carriers? Can you manage the sales cycle from prospecting to demonstration to close? We are searching for a seasoned professional ready to make big moves!

About Terryberry

We are Terryberry, the recognition, wellness and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to careers@terryberry.com

Primary Responsibilities

- Revenue generation for a strong growth business in the Terryberry portfolio, PEPM-based

- Building and evolving relationships with the Broker/Consultant community

- Share feedback to assist with Product Roadmap

- Be an active voice on the Wellness team, have an opinion, don't be shy about sharing it

- Strong Salesforce hygiene – we are a Private Equity-owned company, and accuracy in the CRM tool matters

Skills and Experience Required

- 5-10 years' experience in Wellness sales

- Experience in selling to the Broker/Consultant world and preferably Payors/Carriers is necessary

- Knowledge of Salesforce or comparable CRM tool

- Familiarity with accurately projecting monthly sales figures in a fast-paced sales environment

- Understanding of sales velocity and how to move deals forward

- Have a Wellbeing vision - have opinions on the changing Wellbeing marketplace, and how Terryberry can best meet those needs

- Excellent communicator, both oral and written