



Sales Enablement Specialist

Who is WellRight?

WellRight is a leading provider of corporate wellness software, used by organizations to improve the health of their employees. Our mission is to change people for good through positive habit formation. We provide a fun, energetic, and supportive environment to work in. Our solutions are industry-leading and built on the latest web-scale, cloud technologies.

As a Chicago-based tech company, WellRight is seeking a qualified Sales Enablement Specialist to be a part of our growing sales team. We are a start-up and a perfect fit if you're looking for a place where you can grow and make a difference. You are the right person if you are a motivated problem-solver with a positive, inquisitive attitude and likes working with highly creative teams!

Who are our employees?

We want to make a difference in the world by helping people be their best, every day, at work and at home. Our award-winning solutions support leading employers in transforming their cultures and engaging employees. But, our world-class products and programs are nothing without our people – the employees who design, build, promote, sell, test, and perfect the latest innovations in workplace well-being. Our people are our top priority and we invest in their health and happiness. At WellRight, we have so much more than a strong, supportive company culture - we have a shared vision for a healthier, happier world.

Who you are.

We are looking for a talented Sales Enablement Specialist to join our growing team. Sales Enablement Specialists at WellRight are involved in all stages of the customer's development lifecycle and are comfortable using presentations, email, phone, and social media to connect with prospects. We are looking for team players who can create sales presentations and product demonstrations to prospects (everyone from developers to project managers to C-level executives) on the best ways to build and deploy applications on WellRight for their teams. This individual should be passionate evangelists of the product, empathize with customers' business needs, and quickly discern technical challenges by asking detailed and clarifying questions and presenting solutions that solve those needs. Our ideal candidate has a rare combination of technical savviness and business acumen and is looking for a career that can utilize both. As a Sales Enablement Specialist at WellRight, you will hone these skills by advising a diverse set of potential customers on what is possible using our platform.

Some challenges you'll tackle:

- Support the sales team throughout the sales life cycle by providing pre-sales support
- Gather and document the prospect's high-level requirements through discovery meetings
- Conduct product demos and solution presentations, alongside a Regional Sales Manager/Regional Vice President (direct or reseller) or independently

- Help field prospect's technology-related inquiries
- Help design technology-related solutions for potential customers through presentations, demos, etc.
- Attend conferences and tradeshows as an expert in our product
- Assist in sales strategy and building customer relationships
- Pre-configuring the platform to meet custom prospective clients' needs for product demos
- Provide responses to RFP/RFI questions

What you bring to the team.

Required Education, Training, Knowledge And Experience

- Bachelor's degree
- 5+ years of relevant experience in enterprise-level software pre-sales
- A demonstrated history in exceeding performance goals and quotas
- Experience selling enterprise products/services with a focus on value-based selling methodologies
- Excellent verbal and presentation skills as well as an understanding of how to qualify and identify customer needs and map business value
- Creative thinker, proactive, team-player, success- and results-oriented
- Tech-savvy and adept in the reconfigurability of the WellRight platform
- Must have enough technical knowledge to have preliminary technical integration conversations (i.e. APIs, data feeds, SSO/SAML integration)
- Proficient in managing multiple simultaneous qualification and sales process
- Must quickly assess a business situation or scenario and quickly develop and drive plans to address challenges, capture opportunities, and solve business problems
- Experience with selling to human resources is a plus
- Experience with wellness or health industry is a plus
- Experience with start-ups a plus

Why work here?

We believe a career should provide competitive pay and benefits, and a collaborative and supportive work environment. That's why we additionally offer great perks like healthy lunch on Tuesdays, WellRight workouts, flex time off to volunteer in your community, unlimited PTO, plus the ability to practice what we preach and use our own technology and services to enrich your own life—more reasons to love it here!