

Director of Consultant Relations

Status: Full-Time

Reports To: SVP, Strategic Initiatives, and International Sales

Start Date: TBD

Location: Remote

Company Overview:

LifeSpeak Inc. is the leading whole-person wellbeing solution for employers, health plans, and other organizations. LifeSpeak Inc.'s suite of digital solutions allows organizations to provide best-in-class content and expertise at scale, empowering individuals to live their healthiest lives. As the parent company to LIFT Digital, ALAViDA Health, Torchlight, and Wellbeats, LifeSpeak Inc. provides a flexible portfolio of wellbeing solutions across mental health, wellness, fitness, nutrition, substance use, and caregiving. LifeSpeak Inc. has more than 30 years of collective experience working with Fortune 500 companies, government agencies, insurance providers, and others across the globe. Insights from LifeSpeak Inc.'s digital and data-driven solutions uncover gaps in wellbeing at the individual and organizational levels, ultimately enhancing workplace performance outcomes.

Passion – Operate with a sense of urgency, enthusiasm, initiative, and commitment

Authenticity – Deliver genuine experiences that foster meaningful connections

Integrity – Commit and execute with honesty, credibility, and reliability

Innovation – Continue to lead health and fitness industry in ways to engage more people

Collaboration – Work together as a TEAM to meet our clients' and business' objectives

Job Description:

The Director of Consultant Relations is a high visibility, mid-level opportunity for a candidate with strong knowledge of our industry, competitive landscape, and well-honed relationship skills. This individual will be responsible for Lifespeak's relationship and strategy with the national and regional consulting firms in the United States and global consulting teams.

Primary Responsibilities:

- Develop national strategies that drive the net growth and retention of Lifespeak's business through the consultant channel.
- Lead consultant engagement strategy and agenda to drive business plan. Activities could include annual and regional consultant events, national leadership meetings, among others.
- Own consultant relationship planning for new and existing business including formulating longer term, mid-range and short-term goals and actions.

- Enhance Lifespeak's reputation and partnership with key leaders/influencers in the national and regional consulting firms.
- Collaborate with sales team and cross functional teams to drive successful local deployment of the consultant strategies.
- Achieve a strong voice and relationship with Lifespeak's leadership. Provide feedback to management on market trends as well as how we enhance our solutions to better help employers and members.
- Maintain a strong command of the wellbeing industry and a foundational understanding of our customers' experiences with us.
- Oversee regular consultant communications to ensure our message is shared effectively.

Required Qualifications and Skillset:

- Bachelor's degree
- 5+ years of strong business management experience in the health insurance industry, serving the Fortune 1000 marketplace
- Strong and influential relationship building capabilities for both internal and external success
- Familiarity with modern sales techniques, tools and resources (Dynamics or similar CRM software, MS Office suite of products, LinkedIn, Zoominfo and Outreach)
- Excellent written and verbal communication skills
- Achievement and success-driven personality who is motivated by performance rewards for exceeding goals through strategic planning and strong cross functional collaboration
- Travel as required

Benefits:

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay with bonus plans. We also offer a flexible paid time off plan including up to fifteen days of PTO during the first full year of employment, increasing to 20 the following year and increasing one day per year up to 25 days, paid holidays, medical, dental, vision benefits, and many other employee perks and benefits. Plus, we work to maintain the best possible environment for our employees, where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.