



Account Executive, Health and Medical

About Us:

Wisewire is an Edtech company focused on learning design & grounded in the science of how students of all ages engage, practice, and learn. We create technology-enabled solutions for providers in the pre-K-12, university, career readiness, and alternative credential markets. Our scalable technology enabled framework-driven approach accelerates time to market with high fidelity to outcomes. Design thinkers at our core, we complement fresh perspectives with our combined decades of expertise in quality experience design, sustainable content investment, and a repository of customizable learning objects and skill packs.

Our learning materials have been adopted by 48% of the institutions in the United States and are used by 2.2 million students. The Wisewire team consists of over 2,500 subject matter experts, data scientists, learning architects, and interaction designers who all work together toward a common goal. Our team is full of people that are excited to move the education industry forward with cutting edge ideas and is well positioned to be a high growth company in the Edtech landscape.

About the Role:

Wisewire is seeking a sales and account executive with experience selling health and medical education solutions in the higher education, or corporate training environments. This role will spend time prospecting, cultivating contacts, understanding the needs of health and medical education providers within post-secondary institutions and corporate environments, as well as developing and closing new relationships.

Responsibilities:

- Develop new and maintain existing relationships;
- Selling Health & Medical education solutions;
- Continuous communication with partners with intention of bringing value to each interaction;
- Represent Wisewire at conferences with the expectation of networking;
- Be a subject matter expert on accounts and needs of the partner;
- Responsible for a 4 – 8-month Sales cycle

Qualifications:

- 2-5 years selling in the publishing or health education product market;
- Other education or instructional design experience is a plus;
- Education Sales industry experience is a must;
- Comes from a position selling medical health education products is essential;
- Ability to travel 1-3 times quarterly for conferences;
- Experienced negotiator with a proven sales record

Rewards:

- Competitive Salary
- Medical, dental, vision, & more
- 401k Matching
- Fully Remote, with quarterly travel for conferences and meetings
- Paid Time Off
- Paid Holidays
- Tuition Reimbursement Program
- Parental Leave