



Sales Consultant, Allied Health Education

About the Role:

At Wisewire, we are developing innovative and exciting new education solutions for the health professionals of tomorrow! With this mission, we are growing and seeking a hunter to partner with our Business Development team in expanding the path into the heart of the Allied Health Education industry. The ideal partner is one that will open up our network of Allied Health organizations for our internal teams to carry out their missions. They will also develop new relationships through lead generation tactics, research key decision makers across the industry, and proudly represent Wisewire at industry events.

Responsibilities:

- Identify vertical markets and fully understand their needs, challenges, and opportunities
- Identify key decision makers within Allied Health Education organizations, by identifying where conversations and decisions are being made
- Understand what makes an ideal target customer to create high-quality lists
- Promote Wisewire's mission and solutions at industry conferences, and through initial online meetings
- Continue conversations with targeted information and efficient follow-up on leads, utilizing best sales practices such as creative hooks and ability to bring back to the conversation as needed
- As a solution sales expert, identify and prioritize prospective projects that bring value to Wisewire, paying attention to client funding, are deadline driven, leads to additional opportunities, and are aligned with current Wisewire successes
- Present to clients in-person and online by working the room, following up post meeting, managing conversations for opportunities and outcomes, matching strategy with opportunities
- Manage time by focusing on closing high-likelihood opportunities, getting multiple channels activated, and managing others for best outcomes

Qualifications:

- 5+ years of sales consulting, or B2B sales
- 5+ years in the Allied Health vertical
- Experience selling solution services, tailored to the needs of each client
- Self-motivated and hunter mentality

About Wisewire:

Who We Are:

Wisewire became the bridge between aspiration and realization. Our aim is to help you shape your success, realize your goals, and explore the possibilities. We understand that the journey matters. And so, instead of providing just a map, we are the compass, guiding you, and evolving with you.



By intertwining emerging technology with learning science, we created an environment where education isn't static. Instead, it becomes a dynamic journey, where learning adapts to you. *We see it as the Wisewire magical ingredient that seamlessly merges learning science, innovation, data, and creativity.*

Where We Are Going:

Our vision is clear. *We're not just creating courses or tools; we're building futures.* With every line of code, every curated course, our aim is to ignite that spark in you to look forward to tomorrow, believing that it holds better opportunities, richer experiences, and the chance to be the best version of yourself.

Every success you achieve, every milestone you reach, resonates with our core belief. We've witnessed the transformative power of tailored education, and as we move forward, *our commitment is to make learning even more personal, even more intuitive, and even more about you.*

So, whether you're an organization aiming to empower your team or an individual striving for excellence, our expertise and innovations are your stepping stones. Together, we're not just dreaming; we're realizing those dreams.