

We are hiring

Sales & Commercial Leadership Roles (m/f/d)

Welcome to Welliba! We provide business solutions for general mental fitness and wellbeing to engage and empower workforce ecosystems. Our vision is to help create flourishing individuals, teams and organizations. We welcome ideas and initiative. We give all employees the opportunity to apply their strengths and to grow both professionally and personally and to develop the brand Welliba further. We live up to our ideal of wellbeing.

Your mission

Your role will be central to the development and management of the customer proposition, demand generation, client sales, revenue, market development and internationalisation of Welliba.

Your job

- Develop compelling customer propositions and use cases for the Welliba solution
- Work closely with the product and technology group to develop the platform to enable it to compete and thrive with and for customers.
- Develop the business case and sales concepts to drive demand, uptake and customer usage and retention
- Work in the leadership to determine pricing and commercial strategies
- Manage a team of sales, market development, demand generation, customer success executives
- Manage the revenue targets and attainment of Welliba
- Work in the leadership team rapidly globalise the Welliba customer, business and revenue footprint

Your profile

- You have 7years + experience in client and sales leadership roles
- You have strong understand of the global digital HR, health, talent tech business environments
- You have experience working with customers and managing teams in multinational and multi-cultural environment
- You have previous experience in managing significant revenue targets and teams
- You have a demonstrated ability to work rapidly with product and technology groups to improve customer solutions

Your contact

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- You have excellent analytical and problem-solving skills
- You have excellent communication and influencing skills in both written and oral form
- You are used to working in an English-speaking environment

What's in it for you?

- The opportunity to work in a cutting-edge field with some of the best people in behavioural science and technology
- Competitive salary, incentives and benefits
- Flexible working hours and location according to your needs, with our office being located in Ireland
- Grow together with us to build the fast growing and best company of its type in the world
- Lean hierarchies and short decision-making processes
- Flexible working hours and location according to your needs.
- A global team and office network and opportunities to once again and travel and see the world!
- A team of enthusiastic and dedicated people that are fun to be with.
- International working environment and English as company language