



Terryberry is looking for a Channel Partner for our Wellness product to grow existing health care/wellness partnerships and drive new business relationships. This role is focused on strategic partners that resell the Terryberry Wellness products to their clients. The successful candidate will develop deep relationships with our current partners, nurture and grow their reach through executing against a measurable revenue strategy. They will also identify, create, and pursue new opportunities for growth through outbound activities, referrals, and RFPs.

About Terryberry

We are Terryberry, the recognition and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to careers@terryberry.com

Responsibilities

- Develop and execute a revenue growth plan across broker and partner channels
- Build meaningful connections with insurance brokers
- Identify and produce high-quality leads through engagement with partners, including thought leadership, content, outbound activities, marketing strategies, trade shows, and more
- Create and present compelling value propositions that align with brokers, partners, and their customers' goals; play an active role in the continual iteration and improvement
- Leverage our CRM to manage relationships and opportunities and to maintain accurate forecasting and reporting
- Learn and maintain in-depth knowledge of Terryberry Wellness products, broker contracts, buying process and industry trends/customer needs
- Give a fantastic (customized) product demo! This includes a deep understanding of the product, offering, delivery and industry
- Report on analytics, KPIs, and build customer-facing reports on a monthly cadence

Skills and Experience

- 3+ years proven channel experience
- Track record of overachieving target
- Experience developing and executing a growth plan with proven results
- Familiarity with different sales techniques and pipeline management
- Confidence using tech tools including Salesforce or similar CRM, PowerPoint, and other MS Office programs
- Strong communication, negotiation, and interpersonal skills
- Driven, self-starting, and self-motivated
- Experience in the health and wellness space is a plus!