



Sales Director

ENTERPRISE GROWTH / DIGITAL HEALTH / AI & LONGEVITY

Help build a category-defining healthcare company.

We're looking for a commercial builder who can win ambitious healthcare partnerships, open new markets, and help design the sales engine for GenieMD's next stage of growth. This is an opportunity to help build a company with unicorn-scale ambition, with meaningful ownership of the work, direct access to leadership, and products that touch the future of care.

REMOTE / U.S.

Bay Area or MA preferred

20~30% travel

FULL-TIME

Individual contributor

REPORTS TO

Head of Growth

Why GenieMD

Healthcare is shifting from episodic treatment to continuous, intelligent, personalized care.

GenieMD is building the connected platform to power that shift - from virtual visits and AI-enabled clinical experiences to remote care and preventive longevity programs.

Our platform spans telehealth, RPM / RTM / CCM, HelloGenie AI Doctor, and Elora preventive-health offerings including multi-cancer early detection, whole-body MRI, biomarkers, and coaching.

We serve providers, health systems, health plans, employers, pharmacies, and other healthcare innovators.

The opportunity: own revenue. Build the engine.

You will lead full-cycle new-business sales across healthcare enterprises and emerging preventive-health markets. You will be a high-impact individual contributor with the freedom and accountability, to shape go-to-market strategy, turn early wins into repeatable plays, and influence where our platform goes next.

What you'll accomplish

- Win consequential deals. Create and close a high-quality pipeline across health systems, large medical groups, payers, self-insured employers, pharmacies, and longevity / concierge providers.
- Build from zero to scale. Develop vertical-specific outreach, partner channels, territory strategy, deal qualification, and a rigorous, repeatable sales process, not just a list of leads.
- Sell outcomes, not features. Translate clinical impact, patient experience, reimbursement economics, and financial ROI into compelling executive-level business cases for virtual care, RPM / RTM / CCM, and longevity.

- Own the complex sale. Navigate physician leaders, CEOs, CMOs, CIOs, benefits teams, legal, compliance, pilots, procurement, and contracting from first meeting through signature.
- Shape the company. Work directly with leadership, product, clinical operations, and implementation; bring market intelligence into pricing, positioning, roadmap, and successful launches.
- Set the commercial standard. Build accurate forecasts, maintain disciplined CRM hygiene, learn rapidly from wins and losses, and create a foundation that future sales teammates can scale.

What we're looking for

- Bachelor's degree and minimum 6 years work experience.
- Background in enterprise sales, with a history of closing large, complex deals with a long sales-cycle.
- Solid understanding of US health systems
- History of consistently attaining / exceeding quota.
- Excellent project management, organization, and communication skills.
- Comfortable working with the ambiguity of a fast-paced startup - ability to innovate, and solve problems creatively
- Desire to learn, grow, develop, and eventually mentor future team members

Especially compelling if you bring

Experience scaling an early-stage go-to-market motion; selling RPM / RTM / CCM, telehealth, or value-based care; relationships with health-system, payer, employer, pharmacy, or concierge-health leaders; familiarity with AI-enabled care or longevity; or a track record of opening new markets.

Why you will love building here

- Real traction, with room to shape what comes next. An established platform with multiple growth avenues, not a single point solution.
- High trust, high visibility. Direct collaboration with senior leadership and cross-functional partners, with a meaningful voice in the commercial strategy.
- Upside tied to performance. Competitive base salary, uncapped commission, and accelerators above quota. Exact compensation will be discussed during the process.
- Healthcare benefits

How to apply

Send your resume and a short note to ww@geniemd.com. Tell us about one complex healthcare deal you won, the growth opportunity you created, and most importantly, something you built that kept working after the deal closed.

GenieMD is an equal opportunity employer. We welcome candidates from all backgrounds and are committed to an inclusive workplace.