**Sales Enablement**

**Location:** Southern California (L.A., Orange, San Diego Counties)
**Department:** Sales Enablement
**Company:** Mobile Health Consumer, Inc.

**About Mobile Health Consumer**

Mobile Health is the largest private label Digital Health & Wellbeing platform, supporting over 90,000 employers and millions of members through partnerships with Elevance Health, BCBS Louisiana, Alight Solutions, and Aon Mid-Market Solutions. We deliver innovative digital health solutions that simplify healthcare, lower costs, and improve employee wellbeing through evidence-based care paths, full wellbeing programs, and personalized engagement tools.

**The Opportunity**

We are seeking a **Sales Enablement Professional** to design, manage, and scale our sales enablement function. This is a **high-visibility role** where you’ll directly impact revenue growth by equipping our sales team with the content, tools, and training they need to win in the marketplace.

If you love building structured sales processes, streamlining content, and ensuring message consistency across all channels, this is the role for you. You will be the go-to person for ensuring that every client-facing interaction reflects Mobile Health’s value proposition and market leadership.

**What You’ll Do**

* **Content Leadership:** Create, maintain, and govern all sales content, training, and process tools.
* **Central Repository Management:** Own and organize a central hub of approved materials—decks, one-pagers, ROI calculators, RFP language, and objection-handling guides.
* **Messaging Consistency:** Ensure all client-facing materials flow through enablement for version control, eliminating “rogue” messaging.
* **Tailored Messaging:** Differentiate materials for channel partners, brokers, and consultancies while keeping the core value proposition consistent.
* **Team Enablement:** Lead weekly enablement huddles with Solution Consultants and Senior Sales Reps to role-play objections, refresh messaging, share competitive insights, and maintain alignment.
* **Continuous Improvement:** Collect feedback from sales, product, and clients to refine enablement tools and processes.

**What We’re Looking For**

* 3–6 years of experience in sales enablement, sales operations, or a related role (healthcare technology, digital health, or SaaS experience preferred).
* Strong organizational and project management skills with a track record of building scalable sales processes.
* Excellent communication and writing skills with the ability to craft clear, persuasive messaging.
* Experience with sales enablement platforms or CRM tools (e.g., Salesforce, Highspot, Seismic) a plus.
* Collaborative mindset with the ability to work cross-functionally across sales, marketing, product, and leadership teams.

**Why Join Us?**

* Play a **critical role in shaping sales excellence** at one of the fastest-growing companies in digital health.
* Gain visibility with executive leadership by directly influencing revenue performance and client success.
* Work in a **high-growth environment** with opportunities for advancement into sales leadership, strategy, or operations roles.
* Competitive compensation, benefits, and the opportunity to make a measurable impact on the future of health and wellbeing.
* Base Salary $100k-$130k; OTE $140k-$170k (w Bonus)

**Apply today and help us empower our sales teams to deliver consistent, compelling, and winning client experiences.**