**Solutions Consultant**

**Location:** Southern California (L.A., Orange, San Diego County)
**Department:** Sales & Solutions
**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 looking for a **Solutions Consultant** to join our dynamic and growing team. This is an exciting entry point into healthcare technology sales—designed for professionals who are passionate about health, technology, and solving real-world challenges for employers, health plans, and benefits consultants.

In this role, you will work side-by-side with Sales Representatives to uncover client needs, align our clinical and economic value, and design compelling solutions that improve health outcomes and reduce costs. As a trusted advisor, you’ll deliver structured demos, conduct ROI analyses, and bring both technical and clinical credibility to the sales process.

This position is ideal for someone with strong communication skills, analytical thinking, and a desire to make a real difference for employees and their families.

**What You’ll Do**

* **Collaborate with Sales:** Partner with Sales Representatives in discovery sessions to validate client pain points, identify needs, and align solutions with measurable value.
* **Demonstrate Solutions:** Deliver engaging product demos, ROI analyses, and articulate the clinical/economic impact of Mobile Health’s solutions.
* **Ensure Consistency:** Leverage enablement playbooks, standard demo environments, approved ROI models, and sales enablement tools for consistent, high-quality client experiences.
* **Enable Insights:** Surface competitive intelligence, objections, and feature requests to inform Sales, Product, Innovation, and Engineering teams.
* **Support Growth:** Act as a junior sales resource with the opportunity to transition into a quota-carrying Sales Rep role as the business grows.

**What We’re Looking For**

* 2–5 years of experience in consulting, sales support, healthcare technology, or a related field (healthcare, digital health, or benefits experience a plus).
* Strong presentation skills and comfort leading client-facing conversations.
* Analytical mindset with the ability to translate data into compelling business cases (ROI/financial models).
* Excellent communication and interpersonal skills with the ability to engage both technical and non-technical audiences.
* Self-starter with curiosity, adaptability, and a growth mindset.

**Why Join Us?**

* Be part of an **industry leader** in digital health and wellbeing, serving some of the largest employers and health plans in the U.S.
* Work in a **high-growth environment** with direct exposure to sales strategy, client success, and product innovation.
* Accelerate your career: this role is designed to develop into a **quota-carrying Sales Rep** role over time.
* Competitive compensation, benefits, and the opportunity to make a measurable impact on employee health and employer healthcare costs.
* Base Salary $130k-$155k; OTE $170k-$200k (w Bonus)

**Apply now and help us shape the future of digital health and wellbeing.**