

Opportunity at **theBespoke\\WellnessGroup**

Start date: **August 4, 2025**

Business Development Manager



ABOUT US

Dr. Elaine Chin & theBespoke\\WellnessGroup

The Bespoke Wellness Group is a precision health and longevity practice led by physician pioneer Dr. Elaine Chin. We blend the science of preventative medicine with high-touch service to support the health and performance of high-achieving individuals and families.

ABOUT THE ROLE

The Bespoke Wellness Group is entering a new chapter of growth and we're seeking a strategic, science-literate Business Development Manager to help take our cutting-edge services to new clients, partnerships, and markets. This role requires both strategic thinking and hands-on execution. You'll build B2B relationships, help scale a category-defining company, and translate clinical offerings into compelling value propositions.

This is your chance to work at the forefront of personalized medicine, longevity science, and corporate wellness innovation.

WHAT YOU'LL DO

Growth & Strategy Execution

- Mine for, identify, engage and manage a pipeline of prospective clients, referral networks, and strategic partners
- Support new product development, positioning and growth of emerging service lines of business and sponsorships
- Lead outbound outreach, prospect qualification and sales funnel strategy
- Collaborate with leadership on pricing, packaging, and go-to-market planning

Client & Partner Engagement

- Lead high-touch consultative sales conversations with individuals and corporate stakeholders
- Present programs with clarity, confidence, and a deep understanding of client needs
- Build strong relationships with healthcare professionals, HR executives, and decision-makers
- Represent the Bespoke brand with polish and professionalism at every touchpoint

Sales Process & Optimization

- Own the sales cycle from lead generation, first contact to onboarding
- Maintain accurate pipeline data and performance tracking via Bespoke's CRM
- Use metrics and insights to fine-tune outreach and improve conversion
- Partner with service delivery teams to ensure seamless client onboarding

theBespoke\\WellnessGroup™

www.bespokewellness.group

Business Development Manager



WHAT YOU BRING

- Degree in Life Sciences, Health Sciences, Biomedical Sciences, Nutrition, or a related field preferred
- 2–5 years of experience in business development, consulting, or healthcare-related sales
- Strong interpersonal skills and the ability to explain complex healthcare topics clearly
- Driven, proactive, and confident in managing high-level conversations
- Comfortable in fast-paced, goal-driven environments
- Proficiency in CRM tools and sales reporting

BONUS POINTS FOR

- Prior experience in private medical practice, pharma, or corporate wellness
- Existing network of contacts in healthcare or B2B health partnerships
- Experience working with high-net-worth clients or C-suite stakeholders

SALARY

We offer a competitive salary within the field, based on qualifications and experience.

Full-time job offer.

To apply for this position, please email your resume and cover letter to:

bespokecareer@bespokewellness.group

In your cover letter, please let us know the following:

- Why would you like to work with our organization
- Your remuneration expectations

We thank everyone for their interest, but we will only contact candidates selected to advance in the hiring process.