

OpenMedical

We are a fast-growing health tech company, providing digital health consultancy and solutions, using our cloud-based patient management platform, Pathpoint®.

We aim to lead the digital transformation of healthcare with clinically designed and focused digital solutions, providing services that improve the care that our clients can provide their patients. Our systems are currently used in over 100 hospitals and minor injury units in the UK and Ireland, covering a wide range of clinical specialities.

We are looking for a highly-motivated, energetic and ambitious business development manager to lead our commercial expansion in Ireland, helping generate new sales leads and expand our network of contacts, while serving our rapidly expanding sales pipeline.

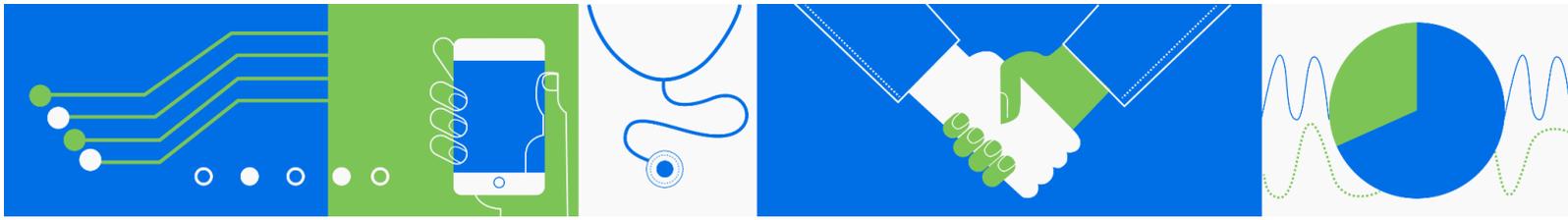
Previous experience in healthcare business development or sales roles is essential, along with an excellent understanding of the Irish healthcare system. Previous experience in the healthcare technology industry and / or a clinical background is desirable but not essential.

The successful candidate would have the opportunity to help drive rapid revenue growth in an enterprise scale-up, helping direct our business development strategy across existing and new product lines and markets.

This is a full-time role, with a hybrid working arrangement. After initial on-boarding, the role will involve a combination of remote working, occasional travel to Headquarters in London (UK), and occasional travel nationally within Ireland, with overnight stays where required. Due to the nature of the role it is essential that the candidate either currently resides within Ireland, or is prepared to relocate for the role.

What you will be doing

- Explore and develop new business channels within a dedicated region, generating new business opportunities through network of contacts
- Build strong networks of relationships, including clinical networks, that enable identification of opportunities to sell product(s)
- Organise client visits and product demonstrations
- Work collaboratively with rest of the commercial and digital solutions teams to deliver product pitches
- Attend exhibitions, conferences and meetings to pursue sales targets
- Gather market and prospective client information
- Create client-specific value propositions using problem solving skills
- Work collaboratively with clients to help build client-specific business cases
- Work collaboratively with colleagues to deliver strategic business plan as part of coordinated commercial approach
- Maintain accurate record of active sales pipeline, working to deliver existing pipeline and overseeing delivery of new sales leads generated
- Regular review of sales performance and strategy in respect of targets



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- Identify new products opportunities by remaining current on industry trends, market activities, and competitors
- Report key metrics and potential market opportunities directly to senior management
- Maintain quality of service by establishing and enforcing organisational standards

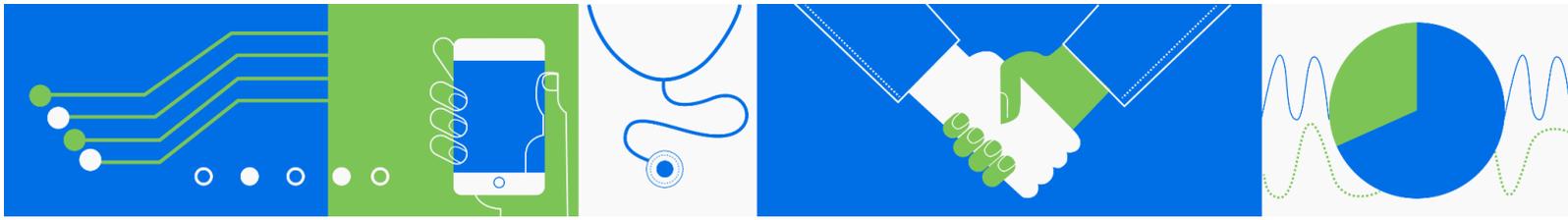
What we are looking for

Skills and Behaviours

- To be educated to Bachelor's Degree level
- Five plus years business development or sales experience in healthcare sector
- An excellent understanding of the UK healthcare system
- Excellent oral and written communication skills
- To be a fast learner with passion for sales and a positive attitude, able to work well in a team
- The ability to maintain confidentiality and awareness of information governance requirements and data protection
- A thorough understanding of marketing and negotiating techniques, including consultative selling
- A good understanding of market and competitor research techniques
- A thorough understanding of evaluating digital healthcare products
- Excellent interpersonal skills and ability to build and maintain commercial relationships and networks
- Excellent problem solving skills and an ability to use tact and diplomacy to achieve objectives
- To be able to work on own initiative, organising and prioritising own workloads to changing and often tight deadlines, maintaining composure at all times
- Excellent time management skills with the ability to re-prioritise and adapt quickly
- The ability to multitask, work efficiently under pressure, and deliver to deadlines.
- A good grasp of medical terminology.

Additional Requirements

- Driving licence or access to own car
- Must be flexible and adaptable to working hours
- Willing to commit to regular regional and occasional national, and international travel to pursue business development opportunities
- Previous business development or sales experience in a similar sized company or completion of recognised sales qualification is desirable
- A clinical background is beneficial but not essential



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Benefits

- Holidays - 25 days per annum pro rata (plus National and Bank holidays).
- Target-based generous bonus structure of 10-50% of base salary
- Car allowance and travel expenses options
- Salary: Depending on experience