



OpenMedical

At Open Medical, we are a team of dynamic and diverse individuals with one common goal: improving healthcare through digital excellence.

We are digital health experts behind the award-winning clinical workflow platform Pathpoint. Our mission is to join healthcare providers on their journey towards digital transformation to facilitate streamlined, future-proof patient pathways and foster collaboration among distributed teams, bridging the gap between primary, secondary, and tertiary care settings.

With team members hailing from various different countries and diverse backgrounds, we value and promote an environment of diversity, inclusivity, and belonging. We are passionate about enabling our team to excel and reach their full potential. With a coaching culture and a focus on personal development, we empower our employees to do their best work.

Join us in our mission to transform healthcare through digital innovation and be part of a team that is shaping the future of patient care.

We are seeking a highly motivated and driven Business Development Manager to build on our commercial expansion in London, generating new sales leads and expanding our network of contacts, while serving our rapidly expanding sales pipeline.

This is a full-time role. The role will require travel nationally with the possibility of some international travel too. Due to the nature of the role it is essential that the candidate either currently resides within the region and has proven expertise within the region.

The initial interview phase for this position is scheduled for 29th April and 7th May. The conclusive in-person interview will take place on 13th, 14th or 16th May.

What you will be doing;

- Explore and develop new business channels within a dedicated region, generating new business opportunities through network of contacts
- Building on your 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 revenue 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



- 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 and build client base by engaging in account management activities and upsells

What We are Looking For

Skills and Behaviours

- Hunter mentality, a proven self starter with an entrepreneurial mindset
- An excellent understanding of the UK healthcare system
- Comfortable working under pressure and to targets
- To be a fast learner with passion for sales and a positive attitude, able to work well in a team
- 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
- A good grasp of medical terminology

Qualifications, Knowledge and Experience

Essential

- To be educated to Bachelor's Degree level
- Driving licence or access to own car
- Flexible and adaptable to working hours
- Willing to commit to regular regional and occasional national, and international travel to pursue business development and learning opportunities
- A deep understanding of the London health landscape
- A proven track record of exceeding sales targets
- Five plus years business development or sales experience in healthcare sector preferably London and Home Countries
- Must have a good digital healthcare network in London and Home Counties



Desirable Requirements

- A clinical background is beneficial but not essential
- Previous business development or sales experience in a similar sized company or completion of recognised sales qualification is desirable

Benefits

- Holiday: 25 days per annum (plus National and Bank holidays)
- Uncapped OTE
- Private Health Insurance
- Cycle to Work scheme
- Travel expenses or car allowance
- Salary: £60k- £65k dependent on experience