

JOB TITLE	Business Development and Sales Manager
LOCATION	National Role, United Kingdom
EMPLOYMENT	Permanent

DESCRIPTION OF FUNCTION

The Business Development and Sales Manager is responsible for developing business and meeting sales plan revenue goals for the UK and Europe marketplace.

JOB RESPONSIBILITIES & DUTIES

- Present and sell products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Prospect, identify and qualify new sales opportunities.
- Establish and maintain current client and potential client relationships.
- Prepare a variety of status reports, including sales pipeline, activities, revenue projections, lead generation and adherence to goals.
- Prepare presentations, proposals and sales contracts as assigned.
- Perform onsite and web product demonstrations.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Develop new products and services for market in conjunction with the relevant departments
- Coordinate cross-departmental resources to assist with customer requests.
- Work in conjunction with other department resources including consultants.
- Work with corporate partners to identify sales opportunities
- Organise resources and perform onsite client visits.
- Attend industry trade shows as needed.

SKILLS & EXPERIENCE

- Minimum of five years sales and/or business development experience.
- Degree in business, marketing or related field preferred.
- Previous experience in selling service-based healthcare solutions in the medical support services industry strongly preferred.
- Experience and proven track record of selling in a complex sale environment; consultative and strategic selling experience preferred
- Proven track record of meeting and exceeding sales quotas
- Demonstrated success selling into c-suite/executive level management
- Ability to build and maintain effective internal and external working relationships
- Demonstrated self-starter with the ability to work independently, effectively manage time, set priorities and meets target goals; previous remote working experience preferred
- Works with a sense of urgency and has the ability to multi-task
- Willingness to work irregular hours to ensure effective communications with international Headquarters.
- Ability to accurately and consistently record all sales activities on CRM system.

- Outstanding sales skills to include presentation skills, both verbal and written communication skills.
- Advanced level of sales technologies to include conceptual, strategic, and product selling ability.
- Knowledge and experience working with a database Client Relationship Management platform (i.e. Salesforce, Netsuite, etc.).

COMPUTER SKILLS

Proficiency in Salesforce, Microsoft Office applications and general computer and technology literacy.