

Job Description

BUSINESS DEVELOPMENT DIRECTOR

The business is a market leading, cutting edge, early stage MedTech business which is commercially focused with a strong “tech4good” ethos. The business’s product solutions can change lives for the better using Virtual Reality.

Now looking for a Business Development Director to be integral to growth and the journey through to a Series A funding round and beyond.

Base Salary: £55k-£70k

Benefits: Healthy OTE based on sales achievements (expected £100k+)
Share options
All following completion of probationary period

Location: UK based, head office in Cardiff, flexibility on working from home

Reports to: Company Board, line managed by Chief Executive

Responsible for: Sales team

Job Summary:

A strategic and operational role. The Business Development Director is responsible for leading the company through the commercial landscape to successfully sell their product in target markets, maintaining a consistent trajectory of growth and alerting the company to new risks and opportunities. The initial sales focus will be in primary and secondary healthcare. Markets to follow are in ‘blue light’ services and consumer markets.

Key Responsibilities:

Leadership & Management

Be an inspirational, entrepreneurial leader in the organisation, so that it consistently achieves excellence, promotes diversity and inclusion and invites learning, innovation and change.

Lead, grow, manage and inspire a committed and effective team providing a clear sense of direction and creating a team working culture where all are valued and encouraged, communication is paramount, and employees can develop and flourish.

In conjunction with other members of the Board, develop and implement strategic and operational business planning processes.

Sales

Developing models to sell product at scale, as well as consistent sales at lower levels; maximising income from a range of sources.

Develop an overview of additional business development opportunities, implementing initiatives which maximise income.

Ultimate responsibility for commercial relationships at senior levels within the NHS and Private Healthcare.

Navigate the process, relationship and opportunity of clinical trials through to procurement.

Create a credible, exciting commercial product offering that communicates a 'strong tech product that saves lives as an alternative to drugs'.

Pitching products to new clients writing commercial proposals and contributing to network events as a key speaker.

Navigating and mastering NHS, other public sector and corporate procurement processes.

Develop and maintain a high standard of understanding of product regulatory approval landscapes.

Manage and build a scalable and performing sales team and resources.

Achieving and exceeding key performance targets agreed with the Board.

Distribution

Develop and maintain a high standard of understanding of product distribution models, UK initially with potential for growth internationally.

Ultimate responsibility for relationships with distributors.

Strategic Relationships

Communicate and maintain trust with key internal and external partners.

Initiate and maintain successful strategic relationships with new and existing client stakeholders.

Development of business cases and compelling tender/bid responses for potential new contracts.

Development of business cases for international expansion.

Reporting and advising on commercial project feasibility to the Board.

Person Specification:

	Essential	Desirable
Experience	<p>Working in a role at a senior level in NHS or Medical Sales or similar.</p> <p>Strategic Leadership/ Management role</p>	<p>Sales &/or Distribution role, preferably with an international element</p> <p>Bringing a new product to market at scale, preferably within the NHS and Private</p> <p>Innovation Technology sales</p> <p>NHS Procurement processes</p> <p>Clinical trials/ medical regulations</p> <p>International sales</p>
Qualifications	Relevant degree, or relevant mix of qualifications and experience	MBA
Skills	<p>Demonstrable ability to develop and maintain relationships</p> <p>Understanding the UK healthcare landscape</p> <p>Systemised sales processes</p> <p>CRM and digital experience</p>	<p>Project management</p> <p>Presentation and PR</p> <p>Negotiation</p> <p>Market Research</p> <p>Hubspot</p>
Personal qualities	<p>Self-starter with a high degree of personal drive to succeed</p> <p>Entrepreneurial mindset</p> <p>Excellent communication and interpersonal skills, with a high degree of emotional intelligence</p>	

For further information and to apply please send your CV to matt.wordley@rescape.me