

# United Kingdom Jobs Expertini®

## Account Manager

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Company: BioTecRec

Location: England

Category: other-general

**Position Overview:** We are seeking a dynamic and driven Account Manager to join our team in the UK. As an Account Manager, you will be responsible for building and maintaining strong relationships with our clients in the healthcare sector. You will collaborate closely with healthcare institutions, understanding their needs and aligning our solutions to meet their objectives. This role offers an exciting opportunity to play a pivotal role in transforming healthcare delivery through innovative clinical systems.

**Location:** United Kingdom (flexible location)

**Key Responsibilities:** Develop and execute strategic account plans to drive growth and retention within assigned accounts. Build and nurture long-term relationships with key stakeholders in healthcare institutions, including executives, clinicians, and IT teams. Understand client needs, challenges, and objectives to effectively position our clinical systems solutions. Collaborate with internal teams, including sales, product development, and customer support, to ensure seamless delivery and support for our clients. Identify opportunities for upselling and cross-selling additional products and services to existing clients. Monitor market trends and competitor activities to identify potential risks and opportunities.

**Qualifications:** Proven track record of success in account management, preferably within the healthcare technology sector. Strong understanding of the UK healthcare landscape, including NHS structures and procurement processes. Excellent communication and interpersonal skills, with the ability to effectively engage with stakeholders at all levels. Strategic mindset with the ability to identify opportunities for business growth and development. Self-motivated with a results-oriented approach and the ability to thrive in a fast-paced environment.

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**Cross References and Citations:**

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