

Business Development Manager

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Company: GK Executive Talent Ltd

Location: Greater Bristol Area

Category: other-general

Job Description: Business Development Manager - Medical Aesthetics
Position: Business Development Manager
Industry: Medical Aesthetics (Capital Equipment, Injectables, Derma-grade Skincare)
Experience Level: 2-5 Years in the Medical Aesthetics Space
Company: Leading Aesthetics Capital Equipment Manufacturer

About the Role
We are seeking a dynamic and driven Business Development Manager with 2-5 years of experience in the medical aesthetics industry, focusing on capital equipment, injectables, or derma-grade skincare. Our client is a leading manufacturer of innovative aesthetics equipment, offering novel and proven technology to the market. This role requires a motivated sales professional with a strong network of contacts and a proven track record of exceeding KPIs and sales targets.

Responsibilities
Develop and implement business development strategies to drive revenue growth and achieve sales targets. Identify, target, and acquire new business opportunities within the medical aesthetics sector. Build and maintain strong relationships with existing and potential customers, including clinics, spas, and dermatology practices. Conduct market research to identify trends, customer needs, and competitive landscape. Participate in industry events, trade shows, and conferences to promote brand awareness and establish new contacts. Collaborate with internal teams to ensure seamless delivery of products and services to clients. Provide feedback and insights to the product development team to ensure customer satisfaction and continuous improvement.

Requirements
2-5 years of experience in the medical aesthetics industry, specifically in capital equipment, injectables, or derma-grade skincare. A proven track record of exceeding sales targets and KPIs. An established network of contacts and customer base

within the medical aesthetics sector.Strong sales acumen with a genuine passion for success.Excellent communication and interpersonal skills.Ability to work independently and as part of a collaborative team.Willingness to travel as required for business development activities.Compensation and BenefitsCompetitive fixed salary with attractive commission and bonus structure.Opportunities for career growth and advancement.Comprehensive benefits package, including health insurance and retirement plans.A supportive work environment with a focus on employee development and success.If you are a highly motivated sales professional with a passion for business development and a desire to make a significant impact in the medical aesthetics industry, we encourage you to apply for this exciting opportunity.

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