

Business Development Manager - Neurovascular

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Company: Guided Solutions

Location: United Kingdom

Category: other-general

Our client is a world-renowned small independent British distributor of technical cardiology devices. Their representatives work throughout the UK to provide product and educational support for clinical teams. They are now looking for a Business Development Manager - Neurovascular to own face-to-face sales and the development of a brand new division.

Key responsibilities:

Develop a deep understanding of product and education portfolio and as a member of the sales organisation, be competent in supporting customer interactions and needs relating to these.

Remain up to date in terms of product and territory knowledge to best serve the customer and the organisation.

Identify opportunities to grow the client's product and education business

Utilise analytical tools to develop territory sales plans and objectives.

Execute plans, ensuring that all reporting tools are kept up to date and used as prescribed by the organisation,

Develop and implement account plans for each account and update as required.

To be considered for the role, the job holder must closely match the following profile:

Technically competent in the clinical area of employment.

Excellent persuasive and interpersonal skills.

Team player.

Versatile in communication style, negotiate and persuade.

Numeric skills.

Strong organisational and analytical skills.

IT competence.

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