

Business Development Manager

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Company: Advanced Medical Solutions Group plc

Location: United Kingdom

Category: other-general

Job Details

To seek out new business opportunities within the clients/geographies they support. This includes attracting new clients and expanding product offering into existing clients.

Key responsibilitiesWhat will this role involve?

To increase and develop sales of the OEM advanced wound care product portfolio to existing and prospective customers – Hunt to sell the current portfolio to customers under their own private label branding.Hunt for contract manufacturing opportunitiesHunt for Co Development opportunities

To widen the portfolio of OEM advanced wound care products taken by existing customers.

To achieve the company's sales targets within the agreed geographical territories.

To drive revenue and profit margin growth through hunting for new OEM business via new accounts and in new territories.

To negotiate robust commercial agreements with support from the Business Development Director and legal counsel.

Set and negotiate pricing (within limits set via Finance and BUD).

Technical solution selling and presentation of key features and benefits to potential

partners up to and including C suite level.

What we're looking for: –

Science or Business degree.

International medical sales experience, preferably in Woundcare with hunting new business a key skillset.

Business development within an OEM or contract manufacturing environment preferred.

Managing sales growth through acquisition of new high revenue accounts and launch of new products.

Solid double-digit growth in previous sales roles bringing in new business on a regular basis.

Able to communicate effectively internally and with customers and key stakeholders.

Excellent presentation skills with experience to C suite level.

Broad commercial knowledge.

Strong IT skills.

Language skills desirable.

Jobholder should be prepared to travel between 25 and 50% of time.

Home based with visits to the Winsford UK Office when required by the business.

Employment Basis Full Time Location Country United Kingdom Location City Applications Close Date 10 May 2024

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