

Business Development Manager

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Company: Ascensia Diabetes Care

Location: United Kingdom

Category: other-general

Ascensia Diabetes Care is a global specialist diabetes care company, dedicated to helping people living with diabetes. Our mission is to empower people living with diabetes through innovative solutions that simplify and improve their lives. We use our innovation and specialist expertise in diabetes to develop high quality solutions and tools that make a positive, daily difference for people.

At Ascensia, our values serve as the bedrock of our organization. They guide our decisions, actions, and interactions, shaping the culture we collectively foster.

Our Values include:

Resilient Growth Mindset

Executorial Excellence

Courageous Leadership

Inclusive Collaboration

We believe that when we live our values authentically, both individually and as a team, we unlock our true potential and drive sustainable success.

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Location: Bath area, including Cornwall and The Isles of Scilly ICB, Dorset ICB, Devon ICB, Bath and North East Somerset, Swindon, and Wiltshire ICB, Bristol, North Somerset and South Gloucestershire ICB.

What You Will Do:

Drive annual sales commitments, including meter placement, strip market share, and strip sales volume.

Lead efforts to partner with NHS accounts, including CCGs, Health Boards, and Trusts, fostering strong local professional relationships.

Leverage formulary situations to promote Ascensia brands, creating effective account coverage plans and executing them.

Develop and manage meter placement plans, ensuring alignment with usage goals.

Drive tender and formulary requests, coordinating implementation efforts.

Execute marketing initiatives to support the usage and recommendation of Ascensia products.

What you need for success:

University degree or equivalent qualification in science, nursing, marketing, or business.

Understanding of the healthcare industry, preferably in diabetes, medical devices, pharma, or diagnostics.

Demonstrable success as an account manager or equivalent role.

Thorough understanding of industry guidelines and regulations is preferred.

Willingness to travel within the UK; a valid driving license is required.

What we can offer you:

Performance based Incentives, Optional Medical Health cover, Company Pension scheme and Car Allowance.

TO ALL RECRUITMENT AGENCIES: Ascensia does not accept unsolicited third-party resumes.

Building an Inclusive Culture: We are a company that brings varying backgrounds, ideas, and points of view to inventing on behalf of all customers. Our diverse perspectives are enriched by many dimensions, including race, ethnicity, gender, age, physical and mental ability, sexual

orientation, religious beliefs, culture, language, and education, as well as professional and life experience. We are committed to diversity, equity, and inclusion, and leveraging our unique perspectives to scale our impact and growth.

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