

Business Development Manager

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Company: Gray Healthcare

Location: United Kingdom

Category: other-general

Job Introduction

Business Development Manager

£55 – 65k + car allowance + OTE

Home based with regular travel to assigned area and Liverpool office

37.5 hours per week

Would you like to do a job that makes a difference every day?

Gray Healthcare is the UK's leading specialist provider of individually tailored rehabilitation, community-based support. Here at Gray Healthcare, we believe that no person should remain in an acute or long stay hospital environment for a day longer than is necessary. We do not discriminate with risk history; we work beyond the label and prioritise the individual and their right to live in the community.

Our employees work hard every day to make a positive difference in people's lives. We value our people and are proud to support you in your role and help you realise your potential.

Gray Healthcare embraces diversity, inclusion and accessibility for all of our people. We are committed to building a diverse organisation that represents the communities we serve and ensuring inclusion in everything we do.

Introduction to the role:

We are looking to recruit a highly motivated and experienced Business Development Manager, who will work closely with Senior Management of Gray Healthcare and in line with the organisations Business Development Strategy.

Actively seeking opportunities to develop established and new commissioning relationships, grow our business, innovate, extend and enhance how the Company delivers care and support.

Key responsibilities:

Employ a strong customer centric approach to facilitate appropriate referrals and opportunities for growth.

Work independently and in conjunction with Senior Management to develop new business opportunities.

Work closely with the Assessment and Contract Manager to ensure internal processes are followed particularly in the generation of costings for submission.

Develop Key Relationships with ICBs/Trusts/NHS to raise brand awareness of GHC.

Build, establish and maintain excellent working relationships with Social Workers, Care Managers, Consultants, Commissioning Managers, Ward Managers and Out of Area Placement Managers.

Market Development in own assigned area being aware of competitor activity Represent GHC in all professional forums as required.

Understand your geographical area and be aware and monitor competitor activity.

Work with the wider team to generate meetings with Social Workers, Care Managers, Consultants, Commissioning Managers, Ward Managers and Out of Area Placement Managers through phone calls and marketing campaigns.

Effectively work alongside internal and external stakeholders.

Work with the wider team to ensure that meetings with external agencies and stakeholders are arranged in a timely and professional manner and that feedback is provided by the use of our CRM.

To be considered for the role you must closely match the following criteria:

Minimum of three years' experience in similar level role; proven successful wins post tender

Understanding of ICB's, LA and NHS England commissioning and procurement procedures

and practices.

Strong leadership and negotiation skills; able to influence at a senior level

Effective team player

Enthusiastic and highly motivated

Ability to problem solve and seek solutions when challenges are presented

Excellent communication skills both written, verbal, and IT skills

Understanding of safeguarding and employer responsibilities

Full UK Driving Licence and full access to a suitable vehicle

Educated to GCSE level in English and Mathematics grade A-C as a minimum; Health & Social Care NVQ would be desirable

Degree-level education in relevant subject would be an advantage

Attached documents

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