

## Total Care Delivery Sales Consultant - Edinburgh City Centre on-site - Hair Transplant Clinic

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Company: Head Medical

Location: United Kingdom

Category: other-general

We are thrilled to announce an opening for a **Total Care/ Delivery Sales Consultant** to become an integral part of the Hair Transplant Team at our Private Client facility based in the UK. This full-time position is located in historic Edinburgh, Scotland.

Our esteemed client, a global leader in medical specialties, is at the forefront of innovative hair restoration treatments. From Hair Transplants and Eyebrow Transplants to Beard Transplants and Growth Therapy, our client offers a diverse range of cutting-edge solutions.

With a rapidly expanding global presence, our client has established clinics in various countries, including Greece, Denmark, UK, and Ireland. The Glasgow clinic has already gained a significant market presence, attracting a steady stream of patients each week, plans to grow the Edinburgh site are the next point of action and has led to this post being established.

In addition to their remarkable medical services, our client is committed to strong corporate values. They provide free sessions for socially disadvantaged groups, offer Repair sessions for individuals with burns or scarring resulting from accidents or health issues, and actively engage in charity events supporting children with cancer and victims of fires. They also extend support to Paralympic athletes and have implemented Care initiatives for stray animals. Currently, within the Edinburgh clinic, the business is assessing the open market within the region and

Initial comprehensive training is provided in Greece for 2-3 weeks.

## **Total Care Sales Consultant (Edinburgh on-site) - Position overview**

Working as a Total Care Consultant/ Sales Consultant you'll provide every patient with the most effective and accurate solution based to each one needs. Working with this client's state-of-the-art diagnostic systems and team of specialists you will be required to prepare and present a fully personalized treatment. In the final stage of diagnosis, the scientific team studies each case individually and plans a tailor-made treatment plan offering always a unique patient experience. You will manage your own desk and schedule your rota depending on client availability and you will have sales targets to hit on a monthly/yearly basis.

Duties include:

**Consultation:** Meet with potential clients to discuss their hair loss concerns, assess their needs, and provide information about available treatment options, including hair transplant procedures.

**Sales Presentations:** Conduct sales presentations to educate clients about the benefits of hair transplant procedures, answer their questions, and address any concerns they may have.

**Customer Relationship Management:** Build and maintain relationships with clients by providing personalized attention, follow-up communication, and ongoing support throughout their decision-making process.

**Sales Strategy Development:** Develop and implement sales strategies to increase client acquisition, retention, and revenue generation for the clinic.

**Lead Generation:** Identify and pursue potential leads through various channels such as referrals, networking events, online marketing, and partnerships with other businesses in the beauty and wellness industry.

**Market Research:** Stay informed about industry trends, competitor offerings, and customer preferences to tailor sales approaches and stay ahead in the market.

**Administrative Tasks:** Handle administrative duties related to sales, including maintaining client records, scheduling appointments, and processing payments.

**Collaboration:** Work closely with other members of the clinic's team, including medical professionals and support staff, to ensure a seamless and positive experience for clients.

Training and Development: Stay updated on the latest advancements in hair transplant technology and techniques through training programs and professional development opportunities.

Performance Tracking: Monitor and analyse sales performance metrics to evaluate the effectiveness of sales strategies and identify areas for improvement.

**Qualifications:**

Years of experience in the field of hair transplants or related areas such as aesthetic clinic will be considered as a plus.

Excellent communication skills to convey complex information clearly and empathetically.

Strong interpersonal skills to build trust and rapport with clients.

Ability to work collaboratively within a multidisciplinary team.

**Benefits:**

Competitive compensation package

Opportunities for professional development and training

Access to state-of-the-art facilities and resources

A supportive and dynamic work environment

Job Types: Permanent, Full-time, Fixed term contract

**Salary: £29,320.04-£45,594.97 per year + bonus!!**

Company pension

**Schedule:**

Monday to Friday

Weekend availability

**Supplemental pay types:**

Commission pay

Performance bonus

**Cross References and Citations:**

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