

Business Development Manager, Hospitals Division - South Central

Etac is a world-leading developer and provider of ergonomic assistive devices and patient handling equipment. Our ambition is to provide solutions that optimise quality of life for the individual, family members and caregivers.

Through our 10 specialised product brands, we offer state-of-the-art products for a wide range of daily needs and care settings, for people at all stages of life. Whether the solution is for a child or an elderly person, our aim is to promote the individual's abilities and improve the caregiver's working conditions – through quality, functionality and design.

Significant growth has been achieved organically and through acquisitions and mergers increasing opportunities for personal development.

Our Hospital division is now well established in the UK so we are now investing in a new Business Development Manager to join this highly successful team. You will be joining a rapidly growing business with 1400 employees worldwide and a team of over 80 colleagues in the UK at an exciting time in our ongoing development.

Job Title: Territory Sales Manager – Hospitals

Brands: HoverTech, Molift, Immedia, Etac

Job Summary: The position will be responsible for developing existing and new business within the Hospital market with focus on Moving and Handling, Therapy Teams, Procurement, Infection Control, Tissue Viability and Nurse Managers.

Essential Job Functions:

To perform the job successfully, the individual must be able to:

- Establish, develop, and maintain positive business and customer relationships.
- Achieve agreed upon sales targets and outcomes.
- Analyse the territory and market potential for strategic territory planning.
- A high level of interactive communication is required with customers and management in the fulfilment of these duties.
- The skills to prepare and present to groups of healthcare professionals.
- Drive and determination to achieve and exceed targets.
- Must be able to demonstrate excellent communication skills, verbal and written.
- Cross functional team involvement with the community patient handling sales team essential
- Uphold company values and ethical business conduct as well as maintain confidentiality of sensitive information.

- Reports directly to the National Sales Manager.

Education, experience and qualities we are looking for:

- BA/BSc level of education an advantage desired.
- Experience of working in healthcare/sales/sports science.
- 2-3 Years market experience an advantage working in healthcare/sales/sports science.
- Good planning and time management skills.
- Previous success attaining and exceeding sales goals is preferable.
- Negotiation and presentation skills are vital to the success of this position.
- Understanding of the UK market is highly desired
- Must be able to demonstrate excellent communication skills, verbal and written.
- Maintain a high degree of competent communication both inside and outside the Company.
- Full training and support will be given and ongoing.

Environment:

- Covering the South Central England
- Requires occasional overnight travel.
- Predominately field based work supporting the nominated sales area.
- Assist in the setup of trade shows and exhibition stands.
- Demonstrate and assess products alongside healthcare professionals for patients

Package:

- Competitive salary (depending on experience) with OTE 65K.
- Open ended commission and bonus scheme will reward high achievers to a greater extent.
- Company pension scheme.
- Company credit card, fuel card laptop and mobile phone.
- Company Vehicle.
- 25 days annual leave

Technical and business competencies will be explored throughout the interview process and stages.

If you would like to apply for this position. Please email william.kelly@etac.com with the subject BDM Application. Include your CV and a brief statement on why you want this position with Etac.