

Position: Business Head /Sales Director - Healthcare

Experience Required: At least 10-12 years of successful business development and client relation experience within the Healthcare sector in UK.

Salary: 60,000 –100,000 pounds + performance linked incentives.

Qualification: Degree preferably in Finance, Marketing or Business Management.

Type of Job: Permanent, Full Time

Job Location: London, UK.

Responsibilities

- Achieve growth and hit sales targets by successfully designing and implementing sales plan in the nursing or healthcare sector,
- Establish effective and long term partnership with councils, hospitals, CCGs and other organizations in the field of nursing care,
- Analyse the market and effectively expand company's customer base,
- Build and promote strong, long-lasting customer relationships by partnering with clients and understanding their needs,
- Present sales revenue, expense and sales forecast to the management team,
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Will be responsible for team development and performance.

Requirements

- Minimum experience of 15 years of business development in health care sector / selling homeware service to NHS / Public sector in UK,
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets,
- Degree in business administration or a related field,
- Committed to continuous growth,
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization,
- Proven ability to drive the sales process from plan to close,
- Strong business sense and industry expertise,
- Excellent people management skills and positive mindset.

Interested candidates can apply here and alternatively email their most current profile at corporate.hr@walsons.co.uk.

We would like to thank all applicants, however only those who qualify for an interview will be contacted.