

We provide unrivalled digital access to the NHS, generating income for NHS Trusts and Health Boards across the UK. We deliver services with passion, energy and flexibility whilst ensuring that quality is never compromised.

We are experiencing an exciting time of change and development, and seek a Business Development Manager with a hands-on approach to join us as a key member of our team.

We live by our core values - to strive to break boundaries, to do things differently, to do things better! We believe that work should be fun, challenging and rewarding. Our ethos is to work hard to deliver our goals and objectives in a supportive environment where staff feel valued and able to achieve their career goals.

You will be field based with a requirement to attend meetings or be available in our Brighton office.

Key responsibilities include:

- New business development with life science clients (including pharmaceutical companies) via existing relationships and proactive lead generation;
- Account management of existing key commercial clients;
- Drive the entire sales cycle by identifying/ pursuing opportunities to expand and add value;
- Create strategic business development plans to ensure revenue growth from identified target organisations;
- Draft and prepare written proposals, pitch presentations and other communications;
- Client Satisfaction - ensure clients are delighted and customer loyalty is ensured;

Key competencies and professional experience

- Must be self-motivated, autonomous, driven and able to succeed in an entrepreneurial environment;
- Have a proven and demonstrable track record in prospecting, establishing and maintaining profitable account relationships in the digital / direct marketing sector;
- Able to overcome objections, resolve issues and identify buying signals;

You will be educated to degree level (preferably in life sciences or business) and have a minimum of 3 years prior business development/account management experience, ideally in digital services and/or life science sector.

You will have an analytical mind and be able to understand and interpret complex data. You will also have intellectual stretch to understand each functional area of the business to facilitate both the Company's and clients' needs.

Full-time position
Competitive package

25 days holiday allowance

To apply for this position or to request a full job specification, please contact theresa.pruvost@fendixmedia.co.uk