

Business & Customer Development Manager

Responsibilities:

Internally

- Reporting to the CCO, assume responsibility for international business development.
- Collaborate with the CCO to set short-, mid, and long-term business development goals, and related financial targets.
- Contribute to the identification and execution of business/product/technology development initiatives, and define areas for "customer driven" applied research.

- Identify and evaluate suitable development grants and other investment incentive programs, and lead application processes.
- Meet regularly with management to review and coordinate business development projects, ensure continued focus and success in meeting and exceeding project goals and revenue targets.
- Support management team and investors in preparing and executing the next financing round.

Externally

- Build international market position by locating or generating, defining, developing, negotiating, and closing business deals with partners.
- Articulate value proposition to prospective partners, showcasing how the company's solution provides clear productivity and economic benefits.
- Work with and closely coach prosthetic centres in the adoption of new products and processes, identify issues, and initiate corrective and improvement actions (e.g. Design, contracts, IT, supply chain, ...)
- Support articulation and positioning of the "brand".

- Network, attend trade events and conferences. Build senior level relationships.
- Undertake continuous market and competitive analysis, and maintain know-how about comparative positioning and ProFit's USPs.
- Work with other members of commercial team, namely Social Media, and Design to ensure effective and efficient marketing, advertising and promotional approaches focused on both business lead generation, and reputation building.
- Foster public relations (National health systems, Insurance companies, NGOs, ...).

Personal

- Update knowledge and skills by mastering ProFit's products, as well as participating in educational opportunities, reading professional publications, maintaining personal networks, and participating in professional organizations

- Uphold values consistent with those of the founders and existing management team.
- Show appreciation for, and commitment to, the company's cause.

Profile of the most suitable candidate:

Professional experience

- Business development experience in medical devices, healthcare services or related health-care industries.

- Overall experience as an entrepreneur, in a consulting role, and/or commercial manager.
- Motivation for business generation, prospecting/closing skills, proven ability to meet commercial goals.

Personal characteristics & competencies

- Enthusiastic, independent, "high-energy", and outgoing individual with entrepreneurial spirit, and an open and a clearly demonstrated, effective leadership style.
- Both analytical and intuitive by nature, with excellent communication and interpersonal skills.
- Strong team player with collaborative work approaches across the organization, particularly with product/technology development and operations/supply chain.
- Self-motivated, with the ability to work under pressure, exhibiting a sense of urgency in all sales and service related activities, with proven track record in new business sales.

- Ability to maintain confidentiality.
- A character, with courage, displaying initiative and creativity, and the ability to deal with ambiguity
- Strong project, process and time management skills.
- A natural communicator, with excellent presentation skills, able to build a reputation as a respected professional in the industry.
- Strong international orientation, with natural cultural sensitivity.
- Willingness to travel both in Europe, and internationally.

Qualifications

- 5-10 years related experience in business development and/or "consultative/solution selling" in medical devices, healthcare, or other related field.
- Ideally a bachelor's degree in Prosthetics or a related technology/engineering discipline; a subsequent business qualification would be an advantage (or equivalent)
- Experience with complex B2B technical/professional services sales, with long sales cycles. Experience of tender processes an advantage.

- Proven experience in developing account penetration and development strategies, conducting cold calls, qualifying prospects, leading a technical team in the sales process, making sales presentations, deploying effective "closing techniques", and developing service and pricing proposals.
- Fluent in English, with minimum 1-2 other European and/or international languages being an advantage.
- PC and Internet skills.

Terms and conditions

- Full-time employment.
- Opportunity for career development.
- Company benefits such paid vacation.

- Travel required, both in the Europe and internationally.
- Salary negotiable, with up to 25% bonus potential, aligned to achievement of agreed targets

If you are interested in this position, and you believe that you match the profile stated above, please contact Margarita Kolcheva (m.kolcheva@prosfitt.com)