



Regional Business Development Manager

We're looking for an **experienced Business Developer** to join our commercial team focusing on NHS and Primary Care software solutions sales.

It's an exciting **home and field based** role focusing on new business and white space business development with clients **across the North of England**.

About this role

You'll develop our market share and achieve financial growth across your territory, engaging with internal & external stakeholders and leading communication with Integrated Care Systems (ICSs), Clinical Commissioning Groups (CCGs), Health Boards (HBs) and Primary Care Networks (PCNs). You'll gain a deep understanding of the organisations' challenges, issues and opportunities enabling you to develop compelling solutions aligned to their needs.

Your skills and experience....

You'll be an experienced Business Developer who loves looking for new business. You're great at building relationships and asking the right questions to get to the heart of the matter in order to deliver the best solutions to your customer. You'll also be comfortable getting to grips with a wide range of new technology products and solutions.

- Experience in NHS, healthcare, pharma software or product sales, ideally from working with the Primary Care and GP sector
- A proven track record in enhancing business growth
- Excellent interpersonal, communication and presentation skills
- Ability to engage with stakeholders at all levels, building strong relationships
- Highly organised with a high level of attention to detail and excellent time management
- Motivated to reach goals and deadlines, ability to manage workload effectively

What we're offering

This is a great opportunity to work with a growing product range with new innovative solutions currently in development and to be instrumental in taking the business to the next level.

It's a friendly, supportive and focused working environment, where you'll be part of a wider UK team who take great pride in what they do and the positive impact their products and solutions have on a huge range of healthcare services across the country.

Along with a competitive salary, there's an excellent range of benefits - including matched pension scheme, health cash plan and a well-being allowance.

Other info

This is a permanent full time role.

Home/field based – regional client focus across the North of England. Travel will be required to client sites and our offices in order to carry out the duties of the role. Current valid UK driving licence required.

Salary package: Basic of £35k-50k DOE, plus bonus up to £10k, a car allowance, plus a great range of other benefits.

If this is just the role you've been looking for, please [apply directly](#) on our recruitment portal, or email any queries to our recruitment team [here](#), thank you.