

Account Manager

Reporting to: Wound Closure Director	Direct Reports: None
Department: Q-close	Location: Field based role. We have three Account Manager roles available: 1 x covering North of England 1 x covering South of England 1 x covering Central England

Established in 2000, Clinisupplies / Qclose is a UK based medical devices company specialising in the manufacturing and marketing of products for the primary and secondary healthcare sectors.

Mission: To enhance quality of life and provide peace of mind

Vision: Access to precision medtech for every patient, globally

Values

- Agile
- Inquisitive
- Collaborative

Job Purpose

To implement the Q-close sales process and subsequently drive sales growth in line with business plans and expectations. This will be achieved through:

- Successfully agreeing product evaluations in targeted NHS and private sector accounts
- Overseeing these evaluations and supporting the clinical teams to achieve maximum product adoption
- Manage all Q-close accounts to maximise sales and drive sales growth account by account
- Work effectively with clinical support teams in managing product evaluations and ongoing business development activity

Responsibilities

The following provides an indication of the key responsibilities involved in this role but is not intended to be an exhaustive list of all the duties that you may be required to do.

- Drive sales in line with and ahead of sales expectations and targets
- Identify accounts that are suitable targets for Q-close evaluation and sales
- Identify and develop effective working relationships with key stakeholders in the Decision Making Unit in target accounts (i.e. Key clinical, procurement, management and support staff)
- Build and manage a territory business plan with an emphasis on delivering sales growth
- Develop and maintain an expert understanding of the clinical and business context in which the Q-close products are utilised. Underpin all planning and communication activities with this knowledge
- Develop and maintain expert understanding of the Q-close product range and competitors in order to support evaluation activity and ongoing sales optimally. Become recognised as a wound closure expert in the geography and be a key resource for customers
- Develop and maintain effective working relationships with all key internal stakeholders within the Q-close and Clinisupplies team
- Demonstrate ethical and customer focused behaviour at all times in line with the core Clinisupplies values and balance this expertly with delivering sales objectives in line with company objectives and expectations.
- Set personal targets and goals and hold self accountable for delivery
- Utilise resources available and exploits data/information to access changing market conditions whilst managing short and longer-term customer needs
- Implement the commercial strategy in the region through collaboration with the Q-close management team
- Develop personal understanding of market dynamics and challenges and feedback relevant information to the management teams and marketing department
- Collaborate with all internal departments and team members to ensure a high level of customer service to clients, proactively feeding back opportunities for improvement
- Invest time in developing the highest level of competent in product and procedure knowledge
- Seek out new business development opportunities
- Complete all territory and call planning activities in line with management expectations
- Report all sales activity utilising the business tools and systems provided

Experience required

- Commercial awareness
- Excellent communication and presentation skills
- Comprehensive understanding of the Q-close product portfolio
- Thorough understanding of NHS secondary care market
- Dynamic and driven with a real interest in developing a career in medical sales
- Desire to work in a target driven environment
- Confident, articulate and a strong relationship builder
- Highly self motivated and tenacious and must be able to deliver sales results in a competitive environment
- Well organised and able to plan weekly and monthly diary
- Qualified to degree level (preferably in a business related subject)
- Advanced Microsoft skills – Word, Excel, Powerpoint and Outlook

- Tenacious and resilient

Desireable

- Wound care therapy, market and competition knowledge
- Experience working in a operating theater environment
- Sales experience -
 - Medical device market or operating theater environment
 - Account management - supporting / growing key accounts

Candidates must be eligible to live and work in the UK.

Clinisupplies is dedicated to the continuous development of our employees and offer excellent career prospects for the strong candidate. We offer an attractive benefits package including a competitive salary, 26 days holiday pro-rata (increasing with service) plus bank holidays, contributory pension scheme, profit related pay, private healthcare, EAP, and other varied employee benefits.

Clinisupplies Limited is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.