

## Account Manager – East Midlands

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<b>Reporting to:</b> Regional Account Manager	<b>Direct Reports:</b> n/a
<b>Department:</b> Commercial	<b>Location:</b> Field based covering the East Midlands (Leicestershire, Northamptonshire, Nottinghamshire, Lincolnshire)
<b>Contract Type:</b> Full time, permanent	

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### Company Information

Established in 2000, Clinisupplies 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

### What do we stand for?

#### *Same on outcomes. Better on price*

At Clinisupplies, we want to make a difference in healthcare. That means understanding our customers' needs and delivering on their biggest priorities. We recognise that the NHS needs to offer quality of care and save money – that's why Clinisupplies offers products that are designed to deliver value to customers. With a strong focus on Urology, Wound & Skin care, and Wound Closure, our products and services are developed to assist clinicians and patients, with practical solutions that provide high quality outcomes at an exceptional price.

## **Role summary**

We have an opportunity for a sales Account Manager to join our sales team. You will support the implementation of projects which support the sale of a range of urology and wound care products, that meet the needs of healthcare professionals and their patients, into the competitive primary and secondary care market.

The role is field based which will require working away from home as required, therefore overnight stays can be expected.

## **Key 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*

Reporting directly to the Regional Account Manager, you will have responsibility of:

- Delivering and exceeding agreed sales targets for the urology and wound care portfolio
- Having excellent standards in territory / journey and business preparation and planning
- Learning and then understanding the selling process
- Developing a thorough understanding of both secondary and primary care within the NHS, and the changing face of the NHS
- Developing a thorough understanding of the formulary process and ability to influence for positive positioning of Clinisupplies products
- Developing an ability to function across all levels of the NHS, as well as within a sales culture team environment
- Developing a thorough understanding of how a Dispensing Appliance Contractor operates
- Providing effective weekly updates of company IT requirements, CRM, Calendar, Monthly AM report to Regional Account Manager
- Assisting colleagues when needed for example with training, formulary or discharge policy rollout etc.
- Supporting partnering Trusts with the provision, promotion and implementation of 'hospital to home' discharge products for use in the community provided through our home delivery service
- Supporting partnering establishments with formulary implementation and product guidance
- Delivering effective training on continence appliances to healthcare professionals
- Working closely with your regional team to support delivery of key projects across the region
- Building excellent customer relationships and sell the product and service to NHS and private healthcare customers

## **Experienced Required**

- Excellent communication and presentation skills
- 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
- Be able to operate independently, and also work within a team
- Strong mindset and have the ability to be articulate yourself and bring others around to your way of thinking

**Desirable, but not essential**

- Clinical background
- Experience in customer relations or front of house sales
- Urology & Wound care therapy, market and competition knowledge
- Experience in a medical device sales role with a success track record
- Commercial/business acumen

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 a day off for your birthday and bank holidays, pension, profit related pay.

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.

**How to apply**

If you are interested in this position, please forward your CV to [recruitment@clinisupplies.co.uk](mailto:recruitment@clinisupplies.co.uk). Please note that in addition to the interviews there will be assessments as part of our recruitment and selection process.

**No agencies please.**