

## Trade Relationship Manager

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<b>Reporting to:</b> UK Commercial Director	<b>Direct Reports:</b> None
<b>Department:</b> UK Commercial	<b>Location:</b> Watford

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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 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

This is an exciting new role within Clinisupplies. As our Trade Manager, you will be a key member of the Commercial Team contributing to the overall growth and success of Clinisupplies. This is a varied role which includes managing our trade partners; responsibility for the primary relationship with NHS Supply Chain Procurement and seeking new growth opportunities.

## **Role 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.*

- Developing key relationships with stakeholders in UK distributors & industry partners
- Promoting Clinisupplies products together with our B2B portfolio
- Ensuring prompt payment of invoices by our partners
- Ensure a smooth reciprocal supply of products where appropriate
- Maintaining and updating our customer databases
- Coordinating the relationship with NHS Supply Chain for urology and bandages
- Collaborating with internal departments to meet targets

## **Skills and experience required**

You'll have:

- Previous experience working with UK wholesalers/distributor, ideally within the medical devices sector
- Experience of effectively managing multiple trade accounts
- Experience of working in or with the NHS supply chain
- Microsoft Office skills, particularly strong Excel and analytical abilities

You'll be:

- A great communicator, both in writing and verbally, with excellent interpersonal skills
- A skilled and experienced negotiator and influencer
- Commercially astute
- Able to take a flexible approach to work, managing a number of key priorities at once whilst maintaining excellent attention to detail
- Able to work under pressure and to tight deadlines
- Strong numerical and analytical skills
- Highly motivated by the achievement of commercial targets
- Able to support customers to grow their business with Clinisupplies

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, 27 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.