

## Senior Key Account Manager – Maternity Cover

<b>Reporting to:</b> Regional Business Manager	<b>Direct Reports:</b> n/a
<b>Department:</b> Sales	<b>Location:</b> We are looking for a Key Account Manager to cover North and East Devon, Dorset and Somerset
<b>Contract Type:</b> Full time, permanent	

### Company Information

Clinisupplies is a leading UK-based manufacturer and supplier of medical appliances specialising in continence products for managing acute and chronic condition. The company also offers a portfolio of bandages and garments for the treatment of wounds and chronic skin conditions. Employing over 500 people in the UK, China and India, Clinisupplies supplies its products to the NHS and delivers direct to patients’ homes through Clinidirect, its dispensing appliance contractor.

Clinisupplies is focused on developing products which are simple and discreet to use. Its product development team works with clinicians and patients to develop a strong product pipeline to be manufactured at its CE, ISO, US FDA approved facilities.

### Role summary

We have an opportunity for a Senior Key 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. This is an entry level role, to start your career within medical sales. This is a maternity cover role for twelve months, starting July 2024.

The roles are 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 Business 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 Business 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 also offer competitive terms and conditions.

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.**