

JOB DESCRIPTION

ROLE: Trainee Hospital Sales Executive, reporting into Dip Khakhria

SALARY AND BENEFITS: Negotiable

WORKING HOURS: Monday to Friday, part-time

The company are in search for a determined individual to grow into the Hospital Business Development Team. We are keen to attract people with a start-up mentality that crave challenges and push for development.

PRIMARY RESPONSIBILITIES

The role will involve initially learning the business area, dealing with the in-house day to day queries with a view to training towards cold calling and eventually driving the business area forward with business generation. You will be dealing with Procurement Pharmacists and Hospital departments.

SECONDARY RESPONSIBILITIES

- Present and sell company products and services to current and potential clients face to face and over the phone
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals on the Company's bespoke software
- Communicate new product and service opportunities, developments, information, or feedback gathered through field activity to appropriate company staff.
- Other duties as assigned.

ESSENTIAL EXPERIENCE

- Ability to use own initiative
- Ability to work in a team
- Clear communication skills, written and verbal
- Pharmaceutical knowledge would be desirable although not essential
- Delivering Results
- Driving Performance
- Managing Relationships across all levels
- Selling skills – including telephone based
- Negotiation – including telephone based
- Customer Focus
- Judgement, decision making and problem solving
- Competent in MS Office

For more information on our company please visit www.bnsgroup.co.uk