

PainChek™ UK

Job Title: Business Development Manager

Reports to: Business Development Director, UK.

Company Profile:

PainChek® is an exciting, forward thinking company which has recently expanded into the UK from its home market of Australia. PainChek® UK is a small but busy team working to expand its footprint within the UK market by introducing world leading technology to aged care providers. PainChek® mission is to provide a voice to those who cannot verbalise their pain. The team are united under this goal, with many of the team coming from aged care backgrounds themselves.

PainChek is an ASX listed company with strong goals to globalise its product. Having recently entered the UK market, PainChek® are currently navigating its emergence in North American and European countries. Now is an exciting time to join the PainChek® team, allowing you to make your mark within a fast-moving tech start-up.

Purpose:

The purpose of this role is to give a voice to the many thousands that suffer in silence with pain. A successful candidate will be motivated to share the PainChek® story and give a voice to those that cannot verbalise pain levels. This will naturally generate revenue from the creation of new business opportunities and the management of existing client relationships. The role entails selling the PainChek solution to their identified customers, predominantly residential aged care.

This individual will be driven by personal ambition and success, can build relationships with clients and has the commercial acumen to understand the impact of their own decisions and processes. A further dynamic of this role is to work collaboratively with our partners to promote the PainChek technology within their existing client base.

If successful, you will form an integral part of the team building its brand presence within the UK market, supporting with strategic planning and market expansion plans

This is a senior sales role – minimum 3 years technology/care sector sales success. The role involves travel across the UK with regular overnight stays around the country.

Key Personal Attributes:

You will have a warm personality to build relationships and help prospects benefit from our unique solution. It's all about you, how you engage with clients and how you collaborate with the UK/Australian teams.

A smart and numerically oriented salesperson with experience from an entrepreneurial environment with a clear understanding on how to utilise new technologies and marketing budgets efficiently to ensure increased conversion rates.

- Proven sales experience in the aged care and/or dementia care UK market.
- Ideal attribute combination:
 - Warm natural personality
 - Motivated by helping
 - Minimum 3 years technology/care sector sales with evidence to support success
- Proven experience of owning the entire sales cycle from developing new relationships, identifying new opportunities, successfully closing deals and creating reference accounts.
- Excellent relationships with the aged care enterprise customer base and market dynamics.
- Detailed knowledge of the aged care market dynamics.

- Good communication and interpersonal skills to work collaboratively with the PainChek team.
- Ability to build a business from early phase including managing change for the customer base.
- Ability to influence partners to achieve business goals e.g. with marketing and sales teams
- Good technology skills and ability to work with a new technology base (artificial intelligence).
- Desire and ability to work remotely, away from HQ and at client sites.

Role Responsibilities

- ③ Working with the marketing function and the BD Director to identify, qualify and close new business including:
 - Preparing and managing your own prospect list.
 - Calling partner channel prospects, and developing an assessment of their needs, the organisation structure and decision makers, and potential for PainChek to assist their care delivery.
 - Undertaking demonstrations of PainChek's products both on site and via webex.
 - Preparing sales proposals, quotes and supply agreements for presentation to prospects and clients.
 - Develop a strong sales pipeline with accurate forecasts on sales conversions.
 - To develop and optimise the partner sales channels including aged care, community care, home care and other 3rd party software suppliers.
 - Confident qualifier and closer – a natural people person.
- ③ Working directly with key clients post-sale to ensure an excellent client experience, including:
 - Liaising with the implementation team to ensure seamless handover of the client for service delivery post sale with main focus being larger customers.
 - Monitoring implementation and training projects in close liaison with the implementation consultants and client contacts, providing point of escalation in the event of issues.
 - Ensuring all outstanding queries are resolved, and working with the finance team to ensure all debtors are collected within payment terms.
 - Gaining referrals from clients for further new business.
- ③ Managing your own administration and work activities including:
 - Book your own appointments, maintaining your own calendar and travel and accommodation needs.
 - Maintaining the company's CRM with up to date, accurate and complete information on clients and prospects.

Benefits:

- Competitive salary
- Commission plan
- 25 days annual leave, including bank holidays
- Flexible working allowing you to work around personal commitments
- Laptop/computer equipment
- Remote working

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