

JOB DESCRIPTION

Position:	UK Territory Account Manager – South East
Primary Function:	Responsible for accounts within designated area, building relationships with new & existing clients to identify opportunities. Achieving targets for the purchase of used medical equipment, sales of the full product portfolio and growth & retention of service contracts.
Reporting to:	Head of UK Sales & Procurement

Main Duties

- Operating as the lead point of contact for any and all matters specific to accounts in the designated territory
- Key focus on growing and developing existing clients and reactivating old clients to maximise opportunities
- Ensure the timely and successful delivery of all of our solutions according to customer needs and objectives
- Collate all stakeholder information and ensure it is stored along with appointments, letters and any other relevant information within the CRM.
- Act as the key interface between the customer and all relevant divisions/parties.
- Qualify leads for new business in all products and services offered
- Ensuring awareness of all competitive activities within accounts and preventing attrition, logging this in the CRM.
- Forecast the completion of deals by updating timelines & notes in the CRM
- Manage own diary, making appointments and following up all enquiries (to time allocation - visits 70% /office 30%.)
- Produce offer letters & quotations in line with agreed protocols and follow up to agreed timescales through to completion.
- Liaise with internal departments to ensure all procured equipment is collected/deinstalled in line with client expectation and to agreed timescales.
- Responsible for the development of sales through the direct sales channel for the Iradimed portfolio
- Working as part of the wider team, covering other geographical areas as required, requiring possible overnight stays.
- Attending exhibitions and marketing events to promote all aspects of the Probo brand.
- Update job knowledge by participating in educational opportunities; reading market publications; maintaining professional networks & attending additional training

Relationship Management

- Develop and maintain relationships with key contacts within agreed designated area and with all partnering organisations.
- Maintain good relationships with all areas of the business and support collaborative working.
- Support Line Manager and team members to deliver against all objectives and key targets.
- Make firm relationships with external companies

Skills and Competencies

- Technical knowledge of the Radiology environment and understanding of hospital buying process/structures.
- Excellent networking and interpersonal skills in order to build relationships with people at all levels.
- Good verbal and written communication skills.
- Customer focus and results focused.
- A positive and pro-active attitude to team working.
- Leadership and motivation.
- Ability to adapt and manage change within the workplace.