Title: Business Development Manager
Location: UK
Travel: This role will involve intermittent travel
Term: Permanent
Reporting Relationship: The position will report to the Chief of Staff

ICHOM is committed to transforming healthcare to a value-based system through universal measurement and reporting of patient outcomes. ICHOM was co-founded in November 2012 by Professor Michael Porter of Harvard Business School. ICHOM builds global flagship programs – developing, maintaining and implementing Standard Sets, collecting and benchmarking patient data. Standard Sets are created by groups of global experts including patients and doctors. Advanced data analytics allow stakeholders to compare patient outcomes across the world.

Job description:

To manage the commercial department, generating sales in excess of $5m in 2019 and lead the Account Management team to ensure client satisfaction in the projects delivered.
You will need to nurture existing relationships, create new sales opportunities – both in the development of new leads and in shaping the development of new products.

Duties and responsibilities:

- Report sales success internally and to the Board of Directors
- Innovate new ways of working
- Own the sales processes aiding clients in their procurement processes
- Drive the commercial execution of digital health solutions
- Identify, establish and nurture key relationships with stakeholders
- Effectively liaise stakeholders at all levels including the ICHOM Board, Executive and international colleagues
- Manage and recruit sales and account management staff

Requirements
- Very strong interpersonal skills
- Very strong written and verbal communication skills
- Experience of working in/with the pharmaceutical industry
- Experience of selling complex data products
- Experience of managing a team
- Bachelor's degree required
- Fluency in English as a primary written and spoken language and ideally one or more languages
- Proficient in Microsoft Office (Word, Excel, PowerPoint), G Suite (email, Drive, etc.) and one or more CRM systems