

Business Development Manager MED-EL UK Ltd

Permanent
London

The Role and the Person

Are you ready to make a real difference in the lives of people with hearing loss? Due to an internal move, we're looking for a motivated and curious Business Development Manager to join our team. In this role, you'll manage an established customer base and uncover exciting new opportunities across your region. You'll build relationships with a variety of NHS professionals, including ENT/Otology, Audiology, and Procurement teams.

This is a role for a self-starter with outstanding communication skills, a positive mindset, and the ability to work independently while thriving as part of a collaborative team. If you're inquisitive, driven, and passionate about improving patient outcomes, this is the opportunity for you!

Company overview:

MED-EL is proud to change the lives of people with hearing loss, as the global innovation leader in hearing loss solutions. Over 50 years of research, development, and dedication at MED-EL has created pioneering hearing implants and solutions for children and adults in over 175 countries worldwide, to more than 200,000 individuals in more than 4370 clinics. With more than 3000 employees across our worldwide team from around 90 nations, our global Headquarters are in Innsbruck, Austria where all of our hearing implants are manufactured.

MED-EL are dedicated to working in partnership with Hearing Implant centres throughout the UK and Ireland, to achieve the best possible hearing outcomes for patients.

Our Employee Surveys prove we are a 'Great Place to Work' with excellent engagement, support, commitment, motivation, sense of purpose and passion. With our focuses including inclusivity, respect and a culture of continuous quality and personal improvement, our engagement results are increasing year on year and we are proud to employ dedicated and passionate people.

Role overview:

- Full time – core hours Monday to Friday with some evening and weekend working to be expected
- Field-based with defined territory alongside some National & International travel
- Applicants are invited to apply from persons based in London or within easy commuting distance
- Based within the Business Development team, reporting to the Head of Business Development (South)

Person Specification/Skills:

Essential:

- Health / science professional background (Cochlear Implant or general Audiology advantageous)
- Account Management/Business Development experience
- Driven, dynamic with a pro-active approach
- Understanding of NHS infrastructure/pathways
- Ability to manage multiple priorities and adapt to changing priorities
- IT Literacy
- Technical aptitude (ability to translate complex surgical, clinical & technical information in a variety of formats)

Person Specification/Skills:

Preferred:

- Theatre /surgical experience (but not essential)

Key Accountabilities:

- Work collaboratively with colleagues to ensure the growth and delivery of sales across the whole MED-EL hearing product portfolio
- Proactive account management and strategic planning, facilitating cross team collaboration and documenting formal plans
- Provide clinical and surgical support, education and training for MED-EL customers in a variety of formats and locations
- Develop and nurture relationships with multi-disciplinary clinician teams, both internally and externally
- Undertake continuous learning, ensuring knowledge of latest products, research and publications which can be utilised to form sound arguments

Other details:

Excellent benefits package

Our ambition is to work together as a diverse team to promote a more inclusive environment, which attracts all candidates and signals our commitment to celebrate and promote diversity. We welcome unique contributions and do not discriminate against any employee or applicant because of the basis of disability, age, race, colour, sex, national origin, religion, sexual orientation and gender identity and/or expression, or any other protected class.

If you are interested in this role please email your CV and a covering letter to Lynne Bell; Head of Human Resources; Lynne.Bell@medel.com. Informal enquiries are welcome to Andrée Cade, Head of Business Development South; Andree.Cade@medel.com