

Job description

Role title	Biomedical Technical Sales Specialist
Reporting to	Business Development Director
Role duration	Permanent

Purpose of the role

Responsibilities

- Overall responsibility for the strategic development and tactical deployment of Biomedical managed and maintenance services.
- Provision of clinical and commercial insights and expertise in Biomedical maintenance and operations both
- Responsibility for the continuous development of appropriate quality standards to ensure services adhere to relevant governance standard.

Resources/decision making authority

- Day to day escalation will be peer to peer between Senior Managers, especially where developments are in pilot or early operational phase. Escalation thereafter to the Business Development Director and the Board.

Key accountabilities

- Overall responsibility for the strategic development of BioMed maintenance and managed services.
 - Explore and propose new markets and growth opportunities for group products and services
- Gathering, analysing and distributing market and competitor information
- Sales support. Field sales support at customer sites and
 - Sales training as required.
- Bid support, including pricing, technical responses and content creation
- Commercial support, including
 - close support throughout the start-up and incubator stages for new products and services
 - Agree the expected financial performance and profitability
- Develop full understanding of the supplier market and
 - Perform full options appraisals as required
- Help ensure contractual arrangements agreed with partners and suppliers are profitable, sustainable and operationally viable
 - Thereafter monitor/maintain the groups contractual rights and obligations

- Evaluate any changes to operational requirements and regulatory changes

Performance indicators

- Comprehensive support for growth in both new business and account management
- Continuous update of customer needs analysis
- Development of appropriate quality systems, based upon relevant provider and industry governance standards
- Production of business case support data as required in a form (or forms) that are readily understood by all stakeholders
- Continuous improvement of products and service
- Product financial performance to budget and target
- Development and project management of product development processes
- Presentation of all relevant data at project sign off forums
- Communication with and advising the company in changes to product and customer requirements

Capability profile

Qualifications	Essential	Desirable
Relevant academic		*
Relevant Biomedical engineering	*	
		*
Project Management		*

Skills	Essential	Desirable
In depth knowledge of Biomed operations	*	
In depth knowledge of biomed services	*	
Presentation skills	*	
Excellent communication skills both verbal and electronic	*	
IT skill esp MS word/powerpoint/excel	*	

Experience	Essential	Desirable
Biomed industry experience	*	
Clinical operations experience		*
Commercial and contractual experience		*
Healthcare/Biomed experience	*	

Experience working in product management or strategic development		*
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Languages	Essential	Desirable
English	*	
Italian		*

Mobility requirements

Role location	Theale Head Office
UK travel	Extensive
International travel	Occasional

Other

DBS - Disclosure & Barring Service disclosure (formally Criminal Records Bureau disclosure)

A DBS Enhanced Disclosure is required for all applicants.

The successful applicant must agree to an Enhanced Disclosure under the Disclosure Barring Service Records Bureau procedures. Employment will be offered to the successful applicant subject to a satisfactory Disclosure report.

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