

Business Development Manager, Overhead Hoists (hospitals and homecare)

Etac is a world-leading developer and provider of ergonomic assistive devices and patient handling equipment. Our ambition is to provide solutions that optimise quality of life for the individual, family members and caregivers.

Through our 10 specialised product brands, we offer state-of-the-art products for a wide range of daily needs and care settings, for people at all stages of life. Whether the solution is for a child or an elderly person, our aim is to promote the individual's abilities and improve the caregiver's working conditions – through quality, functionality and design.

Significant growth has been achieved organically and through acquisitions and mergers increasing opportunities for personal development.

Our Overhead hoist team is now well established in the UK, so we are now investing in a new Business Development Manager to join this highly successful team. You will be joining a rapidly growing business with 1400 employees worldwide and a team of over 85 colleagues in the UK at an exciting time in our ongoing development.

Job Title: Business Development Manager - Overhead Hoists (hospitals and homecare)

Package: Up to £50k basic plus competitive bonus scheme, vehicle, lap-top, company credit card, pension scheme, 25 days holiday.

Brands: Molift

Job Summary: The role will help drive sales growth in two key markets:

- Overhead hoists in the hospital and long-term care markets.
- Overhead hoists in homecare markets through existing dealer network.

The role:

In addition to well-developed sales and business development acumen, an understanding of building design processes, working with architects and contractors is needed to help deliver improved working environments for healthcare professionals.

To perform the job successfully, the individual must be able to:

- Delivering both short- and medium-term business goals in these markets as set out in Etac's business plan
- Working with colleagues in the UK and Head office to identify project opportunities, producing plans and quotations that meet and exceed customer expectations

- Managing the sales pipeline
- Work within guidelines established for product margins and profitability
- Establish, develop, and maintain positive business and customer relationships.
- Achieve agreed upon sales targets and outcomes.

Education, experience and qualities we are looking for:

- 3 years+ in a technical sales role, ideally specifying installed equipment
- Entrepreneurial approach to business development is a must
- We need you to embrace a competitive environment.
- Experience of the Hospital and/or Long-Term Care markets preferred
- Experience of homecare market desirable.
- Self-motivated team player, capable of communicating at various levels to customers and colleagues
- Good planning and time management skills.

Why join Etac?

- Competitive salary and rewarding performance-based bonus
- Fast growing business with potential to develop a career in the UK or within the global group
- Etac has a values driven culture that puts the people we serve at the centre of what we do
- Etac has a real commitment to sustainability and ethical business growth

Technical and business competencies will be explored throughout the interview process and stages.

How to apply:

Send your CV and a covering letter to andrew.king@etac.com.

For an informal discussion about the role, contact Andrew King, UK Sales Director on 07786 076733.