

Sales Development Representative

The Role

We're looking for a dynamic and experienced Sales Development professional who can help us deliver measurable success. You will be highly motivated, have excellent communication skills and work well in a friendly supportive team as well as being able to work independently.

About Engage Health

We design and deliver innovative healthcare applications to help patients feel better connected, better supported and better engaged. At Engage Health we believe that the experience of our customers both internal and external should always be consistent and excellent. Showing professionalism and integrity in everything we do, delivering above and beyond no matter how big or small the task. It's about taking ownership of your part of the project and delivering it to the highest standard you can - it's about doing your best, achieving your targets and helping us to achieve our sales goals.

Can you

- Manage, nurture and convert inbound and outbound leads into sales opportunities?
- Identify potential prospects using your initiative, creativity and knowledge of the industry?
- Develop and maintain an up to date, accurate sales information database?
- Support the preparation of proposals and presentations?
- Create a lead generation strategy that includes sales and marketing campaigns and initiatives?
- Represent the organisation at professional events, meetings, demonstrations and webinars?
- Provide accurate and timely sales lead activity information to Product Managers, deployment teams and senior management?
- Work collaboratively with potential customers to identify their needs and develop a positive business relationship?
- Utilise all media platforms to reach out to prospective customers?

Do you

- Have the experience and knowledge of prospecting and lead generation or sales management?
- Have experience of managing a sales pipeline using CRM systems?
- Have excellent communication, presentation, networking and negotiation skills?

- Want to be a key player in the exciting ever evolving Healthcare Software Industry?
- Want to have the freedom to be creative and innovative?
- Feel you could make a real difference and contribute to a fantastic brand?

Our values at Engage Health were created by our people, they really are a true reflection to the commitment and the passion each and everyone of us have for the service and solutions we provide.

If you think you are able to always be awesome and always live and breathe our core brand values then why don't you get in touch to find out more.

jobs@engagehealth.uk