

- Current vacancy:** **Business Development Manager**
- Location:** **East - South East/ South East Coast, Anglia, East Midlands and London.**
- **Ideally you will be based in Cambridge, Milton Keynes or Bedford.**
- Salary:** **Competitive + bonus and car allowance**
- Job type:** **Permanent Full-time**

About Liaison Group

Founded over 30 years ago, we are a well-established and trusted health economy partner, saving millions for reinvestment in health and social care through our Workforce, Financial and Care businesses.

We have a workforce of more than 250 people with a headquarters located in the historic city of Worcester, a technical team in Derby, along with many remote workers across the length and breadth of the UK.

About Liaison Financial

Liaison Financial helps the health economy to save over £70 million per annum, identifying and achieving savings in non-pay expenditure for reinvestment in health and social care.

In an area of complex and continually changing legislation, high volume transactions and detailed regulation our expertise, recommendations and in-depth investigations helps to provide greater savings for our clients.

The team

You will be part of a team who cover the UK, from Scotland to the furthest tip of England. It is built up of highly capable, confident individuals who are Liaison product and service experts. Although each person manages their own geographical area, the team liaise and meet regularly to share ideas and best practice.

The team is a well-trained and motivated group of salespeople, so they have autonomy and drive. We like clear thinkers and those that are happy to share ideas, learn from each other, be courteous, respectful to each other and our colleagues. Above all we are driven to win and make sure we are the best within the market place! They also like to work in a positive/happy group.

Main responsibilities

This position reports directly to the Sales Director for the Liaison Financial Business. The role is regional, based from home and the focus is NHS new business sales. The role involves selling Liaison's VAT Services into NHS organisations.

This requires the individual to be able to work with a broad range of NHS stakeholders; from Executive level down to middle management. This involves meeting these key stakeholders at their organisation, attending exhibitions and presenting at industry events.

The focus is new business, with additional responsibility for sales support with contract renewals and up-selling. The role is supported by extensive lead generation including marketing campaigns, exhibition attendance and a dedicated telesales team.

Experience and qualifications required

Criteria required

Essential:

- Demonstrable experience within sales, with proven track record in new business sales and account management.
- Track record of exceeding targets, with a mentality of planning own sales activity, delivering to timescales and exceptional client service with a motivation to succeed in a competitive market place.
- Competent knowledge of Sales Processes.

Desirable:

- Understanding of the NHS VAT situation.
- Experience of selling similar solutions and products to the NHS or in the public sector.
- Experience selling into the NHS

Specific skills

Essential:

- Gravitas and credibility when working with clients
- Clearly able to demonstrate the ability to develop relationships and sell to senior NHS executives.
- Able and willing to work in a small team and fast changing environment
- Relationship building
- Excellent sales presentation skills
- Competent written and verbal communication skills

Qualification & training

Desirable:

- Under-graduate level education



Requirements due to working environment

Essential:

- Own car
- Ability to travel regularly

Motivation

Essential:

- To represent Liaison in a highly professional and positive manner.
- Ambitious, determined and able to work remotely.
- Passion for working with the NHS to deliver savings and efficiencies.

Typically you may be travelling three days each week, however each week will vary, and you are responsible for managing your own time to coincide with events and meetings.

Benefits of working at Liaison Group

We believe that working life should be a happy and healthy one.

We offer all staff a wide variety of company benefits as well as the opportunity to get involved in a range of company organised events - from regular physical challenges to bi-annual staff away days and social events.

Our wide range of staff benefits aim to have an impact on both home and working life for all staff, while at Liaison Group.

We offer:

- 23 days holiday initially, which increases annually up to 28 days
- Private healthcare for you and friends and family
- Tax-free childcare
- Contributory pension
- Life assurance of 4 x salary
- Company days/social events
- Free fruit in our offices
- Bonus when you introduce a new colleague to Liaison Group

How to apply

Please send your CV and a covering letter to jobs@liaisongroup.com.

Thank you for your interest in joining Liaison Financial.

