

## Account and Business Development Manager North West & West Midlands

**Salary:** Based on experience with commission structure

### Description:

Everlight Radiology is the fastest growing teleradiology company in the world. Everlight Radiology has 15 offices across the UK, Australia, New Zealand and South Africa and a team of over 350 radiologists worldwide providing a global 24/7 radiology reporting service to hospitals in the UK, Australia and New Zealand.

Everlight is seeking a self-starting Account and Business Development Manager to join its growing team at an exciting high growth time. The role will be approximately a 75/25 split between account management and sales, managing a territory across the North West and West Midlands (M6 corridor).

### Responsibilities

You will be responsible for:

- account management, including; meeting with, retaining and growing existing
- accounts and responding to client queries across your territory.
- generating new leads and closing sales in line with agreed business targets
- meeting and pitching to senior hospital management
- preparing client presentations and reports
- attending single and multi-day exhibitions and conferences
- conducting market research
- assisting with the preparation of tender responses
- providing support to the Business Development Director

### Essential Requirements:

- You must have a proven track record in a similar role
- Minimum two years experience of account management and selling to the NHS within radiology
- An understanding of NHS purchasing and procurement
- Proven track record in closing medium to high value contracts and meeting or exceeding sales targets
- Excellent written skills with high attention to detail
- You will be articulate with good interpersonal skills, highly organised, professional and well presented

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**United Kingdom**  
Ireland  
Australia  
New Zealand

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# EverlightRadiology

- Demonstrated track record in working independently
- You will be; pro-active, self-confident, enthusiastic and ambitious

Interviews will commence immediately.

- Phone, laptop and travel expenses provided (no car provided).
- Must have the right to live and work in the UK.

To apply please send your CV to [Ineill@everlightradiology.com](mailto:Ineill@everlightradiology.com)