

Sales Manager- Field based

Coventry, UK

Permanent

£45k - £60k per annum with bonus/ commission potential to double base

Who we are

At iPLATO we are more than a tech company. We are revolutionising the health care industry. We are committed to delivering powerful digital solutions that improve lives and to have fun while doing it. Serving millions of patients and thousands of healthcare professionals every day we are a leader in Health Tech.

Across this network our digital solutions enable data driven patient engagement, personalised online consultation powered by machine learning and patient support to people living with diabetes, hypertension and epilepsy. Our aim is to connect patients and transform healthcare.

About the role:

iPLATO is looking for a Sales Manager to work in the Midlands for the company to manage our growing customers and bring in new business. We are looking for a capable field-based sales manager with experience of multi-level relationships selling to complex public organisations.

You should be organised, methodical and creative in approach with a strong resilience and understanding of how to get decisions made within public bodies. The role involves concept and evidence-based selling of services to NHS Primary Care organisations e.g. STPs, covering NHS region of 59 CCGs, Federations and private GP consolidations, with a unique offering that already covers 22,000,000 users in the UK and is growing annually at 60%. You will work with the marketing, sales and product teams based from our London office and you will be responsible for customers in Midlands.

You must be able to demonstrate personal achievement versus objectives and show a recent track record of success which will involve selling into a healthcare or complex sales environment. The company is based in London however, this role is field based, but will require around 10-15% of your

time at our office in London to interact with Support, Account Management, Marketing and Product colleagues. National and international travel may be necessary, and occasional overnight stays. Our goal is to build our UK market share, expand internationally, grow our product offerings into data and analytics, build a team of like-minded committed individuals.

You will be reporting to the UK MD. This role will be the tip of customer acquisition and retention strategy, for all our offering and markets

What we are looking for:

Essential:

- Previous sales experience but quality is more important than quantity
- High personal energy level
- Going the extra mile is what creates trust and gains customers
- Creative approach to gaining traction
- Be innovative and have fun finding ways to develop business
- Organised and methodical
- Follow-up and chasing opportunities such as ruthless efficiency creates customer respect
- Using the tools (CRM) to the maximum means maximum returns
- Team Player, we have 8 Account managers, a Training team of 4 and 5 sales regions. Your contribution is measured in yours and the team's results.
- Based in territory, to be close to your customers so you can provide effective service
- Hungry, if you don't have the drive and passion to win, this isn't the right place for you
- Maximum bonus payout is the standard
- If your ambition is slippers and a comfy chair, then don't bother to respond

Desirable:

- Working knowledge of the NHS
- Experience on product launches, especially digital
- Able to synthesise messages into clear concise communication
- Ability to cut through the chatter

- B2B and B2C experience
- No fear of presenting
- Great communicator both written, verbal and presentation skills
- Entrepreneurial and capable of working in a dynamic scale-up/SME environment

What we offer

- An annual individual training budget of £1000
- 25 days holiday plus bank holidays
- Company Share Option scheme and travel loan after probation is passed
- An amazing team and fun social calendar

No agencies

If you are looking to make a difference and help transform the healthcare industry, please forward your CV and covering letter to careers@iplato.com ensuring that you write in the subject field **“Sales Manager - Field based”**.

By applying to this role you are confirming you have read and agree to our privacy notice which can be found [here](#).

If you have not heard within 2 weeks of application, please presume you have not been successful.