

UK Managing Director

London, UK

Permanent

Depending on Skills and Experience

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:

The UK Managing Director (UKMD) reports to the CEO and is responsible for iPLATO's Customer Lifecycle including, Sales to the NHS and others, Account Management, Solution Delivery & User Support

Job Responsibilities:

- Delivery of challenging sales targets
- The ownership of the Cost & Sales P&L for the UK operation
- Deliver on budgeting and planning
- Devising and implementing the company's UK Sales and Delivery Strategy & Plan
- Ensuring the Salesforce is configured and optimised for the benefit of the business and ensure universal compliance to agreed procedures with consistency in Lead Tracking, Pipeline Management, Forecasting & Sales Achieved the key measures

- Direct line management of the Regional Sales Teams & Central Customer Operations Team
- Setting revenue targets at all levels and monitoring Key Performance Indicators.
- Presenting Sales Performance, Forecasting & Pipeline Management in a timely, professional & accurate manner to the Board
- Implement effective performance strategies & incentives on a year-to-year basis
- Creating and maintaining a suitable system of delegated authorities to underpin negotiations, contract approvals & change management
- Ensure systems exist to maintain intelligence on competitor product activity & pricing
- Working closely with the Accounts team in order to maximise contract values, identify growth opportunities and act as a conduit for Product Management
- Taking responsibility for the skills of the teams through an effective sales training programme
- Presenting at conferences and industry events as an evangelist of iPLATO's products and services

Essential:

- Professional or Academic qualifications/ experience in a Sales or Commercial related discipline
- Impressive professional credentials and career history specifically in the Healthcare market
- Proven General Management experience within a Solutions environment
- Currently operating in a similar role, either as Managing Director or BD/Sales Director
- Previous experience of managing significant client relationships
- Proven track record of successfully managing multi-disciplined teams

Above all, we want someone that shares our core principles. These are;

- We are Patient Centred
- We can be Trusted
- We can Deliver Quality
- We are Passionate
- We aim High

What we offer

- A full structured training programme to ensure you are confident in your new role
- 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 stating your expected salary to careers@iplato.com ensuring that you write in the subject field **'UK Managing Director'**.

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.