

Partner Sales Manager

Hammersmith, UK

Permanent

Up to £60,000 OTE plus bonus/commission of up to 10,000 per annum

Who we are

iPLATO are on the search for a Partner Sales Manager to become a piece of their puzzle. But this isn't an ordinary puzzle – we're a puzzle with no sides, constantly evolving and adapting to fit in our environment, as soon as we lay one piece, we are working together to fix another. We are a team of fire-fighters, plate-spinners and pull-together-and-find-a-solutioners. We serve millions of patients and healthcare professionals every day and are passionate about healthcare and finding the best technological solutions. We are supportive of our team and live in the cliché of no two days are the same. If you think you've got what it takes to work in a fun, fast-paced, reactive and rewarding digital health company then we would love to hear from you.

About the role:

iPLATO is looking for a Partner Sales Manager to manage the delivery of third party solutions over the myGP platform. Our platform is the patients' app and we are building an ecosystem around myGP with the aim of simplifying access to healthcare.

We already offer two partner services on myGP with a dozen more in the qualified pipeline. We expect partner offerings to be our largest growth area in the next 3 years. We expect the new member of the team to bring in partners from medicines management experts to healthcare providers, from specialist healthcare services to personal health offerings with clear commercial targets and returns. All to respond to patient needs and current healthcare challenges.

The individual will be able to demonstrate a track record of sales success in healthcare and/or digital spaces. This successful candidate will lead Partner Sales by engaging with target organisations to add quality patient services to the myGP platform. This extends from providers of repeat medications, mental health interventions and testing solutions but will encompass a comprehensive range of healthcare

services. We are building a dedicated development team to help with partner integration/APIs and technical project management capability to ensure we can meet technical needs of potential partners.

Reporting to the UK Managing Director, you will be the tip of partner acquisition strategy, able to work with the Product team from an operations perspective and be one of the public faces of our team in the UK B2B space.

What we are looking for:

Essential:

- B2B business development skills
- Passion for health and healthcare
- Numerate, Creative and Strategic
- Able to help partners understand how to leverage our platform
- Synthesise our sales messages into clear concise communications
- Ability to listen and engage at high levels within large organisations
- Proven management ability, through directing activity and teamwork
- Proven sales success in complex organisations
- Results-driven
- Great communicator both written, verbal and presentation skills
- Entrepreneurial and capable of working in a dynamic scale-up/SME environment
- Able to sell at multiple levels

Desirable skills:

- Worked in B2B businesses before
- Healthcare/Pharmaceutical/ Medical Devices
- Experience with digital innovations, not necessarily in the healthcare space

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

- 25 days holiday plus bank holidays
- Birthday off
- On-site wellbeing programmes and massages
- Free breakfast
- Company-funded bi-monthly social
- An annual individual training budget of up to £1000
- Life insurance
- In-office pool table and conveniently located Hammersmith office
- Company share option scheme (on passing probation)
- Travel loan (on passing probation)

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 writing “**Partner Sales Manager**” in the subject field. By applying to this role you are confirming you have read and agree to our privacy notice which can be found [here](#). Due to high volumes of applications we are only able to respond to those who have been successful for interview, if you haven’t heard from us within two weeks of your application then please presume you have not been successful this time around.