

**JOB DESCRIPTION****Business Development Manager****AI & Innovations**

|                                |                                    |
|--------------------------------|------------------------------------|
| <b>Employing Organisation:</b> | Solutions 4 Health                 |
| <b>Contract Type:</b>          | Full time – 40 hours per week      |
| <b>Salary:</b>                 | £35,000 base, £50,000 uncapped OTE |
| <b>Place of Work:</b>          | Reading/Virtual                    |
| <b>Responsible to:</b>         | Director of AI & Innovations       |
| <b>Accountable to:</b>         | Director of AI & Innovations       |
| <b>Company Division:</b>       | AI & Innovations                   |

Please send your completed application form and CV to [recruitment@solutions4health.co.uk](mailto:recruitment@solutions4health.co.uk)

Closing date: 20/08/2021

*Please note if you have not heard within 6 weeks of the closing date you have not been successful on this occasion.*

**Job Summary****Business Development Manager**

Our growing company is in need of an experienced and resourceful Business Development Manager to develop and implement growth opportunities in existing and new markets for our AI & Innovations division. The AI & Innovations division has built a suite of innovative mobile apps (Wellbeing Suite) and we are searching for professionals that have a solid track record of creating long-term value for organisations.

**What you will be doing:**

- Proactively sourcing new business.
- Gathering and chasing new leads.
- Understanding customer needs to identify the best possible solutions for them.
- Oversee the sales process to attract new clients.
- Work with senior team members to identify and manage risks.
- Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities.
- Prepare and deliver pitches to potential customers.
- Be accountable and responsible for monthly, quarterly and annual sales targets and KPI's.

**What you will need:**

- Ability to develop good relationships with clients.
- Excellent leadership and communication skills.
- Experience in project management and sales.
- High attention to detail and a focus on creative and practical ideation.
- An enthusiastic and motivated attitude.
- The ability to self-generate leads, in addition to S4H supplied leads.

**What you will get from us:**

- Excellent salary and benefits - £35,000 base, £50,000 uncapped OTE.
- Career progression opportunity
- Support from our technical and healthcare teams
- Regular opportunities for facetime with the C-Suite.
- Laptop
- Phone
- 25 days holiday
- Pension

**About Solutions 4 Health**

Solutions 4 Health (S4H) are a CQC registered clinical, lifestyle, social care, and technology services company set up in 2008 to tackle health inequalities and provide innovation in healthcare. S4H provide a range of different services including integrated sexual health, 0-19 public health nursing (Health visitors and school nursing), support for special education needs & disability, autisms, weight management, physical activity, drugs & alcohol intervention, stop smoking, integrated lifestyle services, and a suite of innovative and evidence-based AI & digital health mobile apps. With a passion and track record of delivering service transformation, S4H engage with over 100,000 people annually. S4H are one of the largest providers of Public Health services in England. This is done with a team over 300 people comprising of: medical consultants, doctors, nurses, behaviour change experts, subject matter experts, and public health consultants, designers, and engineers.

**Other Duties**

The duties and responsibilities in this job description are not exhaustive. The post holder may be required to undertake other duties that may be required from time to time within the general scope of the post. Any such duties should not substantially change the general character of the post. Duties and responsibilities outside of the general scope of this grade of post will be with the consent of the post holder.

**Information Governance**

Employees of S4H must comply with the provisions of the Data Protection Act 1998. The post holder must not; either during the course of their employment, or following termination of their employment, disclose any information relating to service users or employees, or of the lawful business practices, of the organisation.



The post holder will be required, when and where appropriate to the role, to comply with the processing of requests under the Freedom of Information Act 2000.

The post holder must comply with S4H policies that protect the information assets of the organisation from unauthorised disclosure, modification, destruction, inappropriate access or use.

The post holder will be responsible for maintaining all clinical and/or corporate records that fall within the remit of this role to the standards in S4H's records management policies, and data quality processes and standards.

### **Health & Safety**

Compliance with the Health & Safety at Work Act 1974 – the post holder is required to fulfill a proactive role towards the management of risk in all of their actions. This entails the risk assessment of all situations, the taking of appropriate actions and reporting of all incidents, near misses and hazards, and a statutory duty of care for their own personal safety and that of others who may be affected by their acts or omissions.

### **Safeguarding is Everyone's Business**

S4H has a responsibility to ensure that all children, young people and adults are adequately safeguarded and protected. Therefore, all S4H employees, temporary staff and volunteers are required to adhere to S4H safeguarding policies and procedures in addition to local and national safeguarding policies and to act upon any concerns in accordance with them.

### **Equality, Diversity & Human Rights**

It is the responsibility of every person to act in ways to support equality and diversity and to respect human rights, working within the spirit and detail of legislation including the Equality Act 2010 and the Human Rights Act 1998. S4H is an equal opportunities employer and aims to challenge discrimination, promote equality and respect human rights.

### **Quality & Risk**

S4H requires all its employees to actively participate in quality improvement and risk management, both at a professional level and service level. The post holder will therefore be required to participate in quality and risk programs as an integral part of their position.

### **Confidentiality**

S4H employees are required to exercise discretion and maintain confidentiality at all times.

The range of duties and responsibilities outlined above are indicative only and are intended to give an overview of the range and type of duties that will be allocated. They are subject to modification in the light of changing service demands and the development requirements of the post holder.

**Eligibility to Work in the UK**

All applicants must be eligible to work in the UK. We only accept applications from candidates who are legally entitled to work in the UK.

**Equal Opportunities**

Solutions 4 Health is committed to the development of positive policies to promote equal opportunity in employment. All employees have a responsibility to ensure that they understand, comply with and promote the Equal Opportunities Policy, avoiding behaviours which discriminate against colleagues, potential employees, clients or patients on the grounds of sex, marital status, race, age, sexuality, colour, nationality, ethnic or national origin, religion or disability.

**Disclosure and Barring Service Check**

All Solutions 4 Health employees either in direct contact with patients and/or with access to patient data are required to pass a Disclosure and Barring Service (DBS) check.

It is a requirement of this post that you undertake a DBS check, and you will be asked to complete and sign a Disclosure Form giving permission for the screening to take place. If you refuse to sign the form your appointment will not be progressed further.

**Safeguarding and Promoting the Welfare of Children and Vulnerable Adults**

Solutions 4 Health is committed to safeguarding and promoting the welfare of children and vulnerable adults. This is defined as protecting children and vulnerable adults from maltreatment, preventing impairment of their health or development and ensuring that their domestic and social circumstances are consistent with the provision of safe and effective care.

**No Smoking Policy**

Solutions 4 Health has a No Smoking Policy, which does not allow smoking by staff or visitors on any of our premises.

**Occupational Health Clearance and Immunisation**

The post may be subject to Occupational Health clearance, and immunisation against certain diseases may be required. These will be discussed with you during the recruitment process where applicable.

**Person Specification  
for  
Business Development Manager – AI & Innovations**

|  | <b>Essential</b> | <b>Desirable</b> |
|--|------------------|------------------|
| <b>Education and Qualification</b>   |                  |                  |
| A degree or equivalent   |                  | ✓                |
| Relevant business development qualification  |                  | ✓                |
| <b>Knowledge and Skills</b>  |                  |                  |
| Ability to develop good relationships with clients   | ✓                |                  |
| Excellent leadership and communication skills  | ✓                |                  |
| Project management and sales   | ✓                |                  |
| The ability to self-generate leads, in addition to S4H supplied leads  | ✓                |                  |
| Experience of handling difficult situations in a positive and confident manner and be robust in dealing with negative outcomes |                  | ✓                |
| <b>Experience</b>  |                  |                  |
| Experience of making software sales  |                  | ✓                |
| Experience of finding and implementing new business opportunities  |                  | ✓                |
| Experience of managing stakeholders at different levels and influencing change   |                  | ✓                |
| Experience of selling to HR professionals  |                  | ✓                |
| Experience of the healthcare sector  |                  | ✓                |
| <b>Other</b>   |                  |                  |
| An enthusiastic and motivated attitude   | ✓                |                  |