
Head of Sales - HealthTech B2B SaaS

Location: London / Flexible

Application deadline: 7 October 2019

Start date: Immediate

We have a workforce engagement platform, focused on Quality Improvement, with a mission to empower frontline staff to transform healthcare delivery.

ImproveWell is privileged to be working with leading healthcare organisations across the NHS, with anchor customers in the US and New Zealand. As a fast-growing HealthTech company, ImproveWell is looking for an experienced executive to lead its sales and go to market strategy. Working with the Chief Executive Officer, your goal is to drive sustainable financial growth through the introduction of new business, initiating growth across existing partnerships and developing and implementing effective strategies and campaigns to expand the footprint in core target territories.

Life at ImproveWell

We are an ambitious, hard-working team but believe that balance and flexibility are essential for high quality performance. Our credibility with our partners, our customers and each other cannot be undervalued – we aim for excellence in everything we do. Above all, we are enthusiastic and optimistic with the fortitude to keep going, and we do not let unexpected challenges stand in our way. We love what we do.

Our values

- We believe in **working together** to achieve excellence
- We strive to **deliver value**, putting our customers first
- We are **data driven**, building **evidence-based** solutions
- We encourage **open** and **honest** feedback
- We act with **integrity** and **respect**
- We are resolutely **focused** on our goals

What YOU have to offer:

As ImproveWell's Head of Sales, you:

- Enjoy identifying, evaluating and developing new opportunities to deliver on sales targets
- Have a strategic, considered and credible approach to selling B2B enterprise level software in healthcare
- Are someone who builds rapport quickly and maintains relationships and trust to influence decision-making
- Have strong business acumen, with commercial and risk awareness, and can confidently think on your feet
- Will own and build the sales pipeline, including metrics tracking and reporting, to deliver ARR growth
- Are observant, always listening to understand customer needs and integrate insights into our business
- Are flexible and can manage an appropriate balance of office-based vs. field-based activities

What WE have to offer:

As part of the team, you will get:

- Base salary of £70k + commission
- 0.1% - 0.5% equity under the Company's EMI share option scheme
- Competitive holidays & pension scheme
- Flexible working
- Company laptop
- Strong progression opportunities
- Annual budget for your own professional development
- Gym membership

ImproveWell.

Core competencies

Experience and knowledge:

- Bachelor's degree (or equivalent education and experience) in a relevant field
- 8+ years of sales experience with significant sales leadership
- Experience selling "change" at an enterprise level, including influencing C-level budgets
- Proven track record in developing and delivering effective sales strategies and evaluating ROI
- Strong understanding of NHS and healthcare processes and systems
- Experience of working in a start-up environment is desirable

Skills, abilities and attributes:

- Solid experience in B2B sales, with a demonstrable track record and some formal sales training
- Able to forge strong bonds with key stakeholders and speak at different levels of technical understanding
- Exceptional verbal and written communication skills, a keen eye for detail and high standard of output
- Strong interpersonal skills to work closely with existing team and senior figures in partner organisations
- Analytical approach to evaluate sales activity and produce concise reports with pertinent recommendations
- Experienced user of Microsoft Office Suite

Character:

- Proactive self-starter with ability to hit the ground running and get things done
- Passionate about healthcare and making a social impact
- Entrepreneurial spirit
- Willingness to be flexible within a small team
- Able to travel at short notice
- Values-driven

Sounds like a fit for you?

To apply, please email your CV and a cover letter to hello@improvewell.com and we will get in touch on next steps.