



BUSINESS DEVELOPMENT MANAGER: Job Description



ROLE OVERVIEW:

In a business development role, the chosen candidate will play a critical part in driving new business within the acute care market (hospitals); with a primary focus on increasing Daniels' client base and strategically growing our book of business in a specific region. Joining Daniels, you will immediately adopt ownership of an existing portfolio of customers, and will be responsible for building and maintaining relationships with key stakeholders, identifying upsell opportunities within both products and service categories, winning new hospital business, and ensuring targets and satisfaction levels are met.

WHAT YOUR JOB WILL INVOLVE:

- ✓ Develop and execute growth strategies that align with defined key business metrics, in order to produce revenue growth, cost savings and profitability
- ✓ Focus on increasing the territory client base and expanding the regional book of business in order to achieve annual targets
- ✓ Formulate an effective customer call strategy to maximize opportunities within the territory, utilizing Salesforce as the primary Customer Relationship Management tool
- ✓ Travel within the designated territory as required to assess prospects and connect with customers
- ✓ Manage and retain relationships with existing clients and facilitate the transition of any new client connections across to the account manager to maintain day to day interactions
- ✓ Possess an in-depth knowledge of our full line of product and service offerings in order to present our value proposition to multiple levels throughout potential accounts
- ✓ Identify, map and match business strengths to the needs of clients
- ✓ Prepare business proposals that focus on Daniels' competitive advantage and value propositions to present to prospective clients
- ✓ Collaborate with Daniels inhouse commercial team in the drafting and reviewing of client contracts
- ✓ Engage in contract negotiation with account prospects and existing customers

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BUSINESS DEVELOPMENT MANAGER:

Job Description Continued....

CONTINUED:

- ✔ Conduct market research for business opportunities and viable income streams
- ✔ Analyze industry trends (locally and internationally) to monitor the potential business impact
- ✔ Assist in portfolio management of current customers and drive upsell opportunities
- ✔ Produce reports on the territory successes and areas requiring development in conjunction with the Regional Manager, constantly review all sales activities, targets, and strategies in order to maximize results

Candidate Profile:

SKILLS

- ✔ 5 + years of industry/clinical experience
- ✔ Strong relationship building, stakeholder management skills, and ability to negotiate
- ✔ Experience with design and implementation of business development strategies
- ✔ Strong conflict resolution capabilities
- ✔ Hospital services or related service industry experience highly desirable
- ✔ Excellent verbal and written communication skills and proven ability in organizational discipline
- ✔ Possesses self-motivation and the ability to motivate and engage a team towards clear outcomes
- ✔ Strong presentation skills with value based selling confidence
- ✔ Outstanding computer-based skills; Salesforce.com, Microsoft Office, etc.

WHO ARE WE? WHY WOULD YOU WANT TO JOIN US?

We are a healthcare service company providing safety systems and medical waste collection for hospitals, medical centers, pharmacies, nursing homes and an array of customers within the healthcare setting. Our focus is delivering quality and safety-focused medical waste management services that reduce needlestick injuries, positively impact infection control and reduce environmental burden.

We are a growing company with endless possibilities for growth; you will not feel stuck in your position. Daniels Health offers support and training for those that really want to make an impact and grow personally and professionally.

