

A LIFE



IN A DAY

Business Development Manager, A Life in a Day – Job Description

The Method has developed a unique, immersive learning experience designed to help people working in healthcare to really understand what it is like to live with a life limiting condition or disease. This powerful around-the-clock immersive experience uses a blend of technology and live interaction to deliver visceral insight into patients' lives, measurable increasing empathy, and knowledge.

Our multi award-winning simulation has been delivered in more than 55 countries across 4 therapy areas. We are growing rapidly we are seeking highly motivated, flexible individuals to join the team and help accelerate our business growth through identification and development of new opportunities with existing and new clients -and for existing and new therapy areas.

Main duties:

Reporting to the Managing Director, main duties include:

- Strategically hunt for new business opportunities across key therapy areas
- Develop new opportunities for the existing product base
- Identify and develop new routes to market and partnership opportunities to increase the reach of the programmes
- Actively build into existing accounts, seeking referrals, and building network to pass to account managers
- Develop and execute sales strategies in close partnership with the Managing Director
- Communicate value propositions to clients that speak intimately to their needs and requirements
- Supporting the development of sales materials to support strategies
- Effectively report on strategies and success to management

Skills, experience, and motivation

- Understanding and experience of working within or supplying to the pharmaceutical/healthcare sector
- Experience in creating and developing new business opportunities within the healthcare sector
- Ability to communicate with passion - inspiring and engaging senior stakeholders with our innovative and totally unique programme

For more information or to apply, please contact recruitment@the-method.com