

Oxehealth

Lead Generation Representative

Lead Generation Representative for VC-backed health tech business; report to Mental Health Director to help improve healthcare for society's most vulnerable

We are looking for a new member for our Commercial Team to support us in generating new business opportunities. This role is critical for the company's growth and will offer a once in a career opportunity to grow and develop, learning from a hugely experienced and entrepreneurial leadership team. The position is ideal for a Graduate looking to begin a career in Sales and Business Development, who is passionate about healthcare and our dream.

About Oxehealth

We help clinicians, carers and custodians care for society's most vulnerable people. We have secured the world's first medical device certification for software enabling an optical sensor remotely to measure pulse rate and breathing rate totally contact free. We can also monitor human activity, behaviours and safety.

Our platform is used by mental health nurses looking after dementia patients, psychiatrists treating patients in crisis and prison staff caring for ill prisoners.

We are well-funded, and backed by ambitious, long-term investors including IP Groups.

Our Product

We offer staff a Digital Care Assistant; an optical sensor pays attention to each patient room and proprietary software algorithms alert staff when they might be needed and allow them to take vital sign measurements. This gives staff more time in which to give hands-on care where & when it's needed most – and better data with which to plan future care. We help staff prevent injuries and improve healthcare. As one medical director remarked, "Your technology will change the practice of medicine."

Our software is currently deployed in mental health, care homes & nursing homes, police, prisons, home care, and acute hospitals. The BBC recently featured our technology in use: watch [here](#).

Our Growth

2018 was a stellar year. We obtained our world-first medical device certification, our solution was contracted to >15% of English Mental Health trusts as well as police forces, prisons and care homes - and we launched in Sweden.

We grew our deployments by >10x, were ranked as one of the [UK's 100 fastest growing private companies](#) and were cited by the CQC as an example of [outstanding practice](#).

This is just the beginning. We intend to grow 10x again in 2019. To do that, we need to build a world class product management function.

Lead Generation Representative

Your role: driving net new meetings in our core market.

Busy nurses put our solutions at the heart of doing their jobs. We are experiencing very strong demand for our game-changing solution and are expanding our talented sales team to meet it. We are looking for a Lead Generation Representative to join the team who has a positive and winning attitude. The successful candidate will be responsible for contacting Mental Health Trusts to generate

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interest and set appointments to discuss our solution. The Lead Generation Representative is able to deliver Oxehealth's value proposition to customers in a clear and concise manner, and knows how to liaise with gatekeepers. The ideal candidate is a talented communicator who can balance scripted parts of the call with interpersonal skills and critical thinking.

We have a great team who will support the Lead Generation Representative to get started, learn about the environment our customers operate in, and quickly come to understand our full solution offering. The successful candidate will work closely with the commercial team to present a cohesive and smooth sales process, creating an ideal experience for our prospective customers.

What we're looking for

Are you deeply committed to delivering our dream of saving lives and improving healthcare for everyone?

We are looking for someone who is:

- A real people person
- A good listener, relationship builder and able to communicate comfortably with senior management through to clinicians and nurses
- Seek satisfaction from speaking with prospective customers
- Able to work collaboratively within our company and in a team selling environment
- Able to adapt in a constantly changing, fast -paced work environment
- Highly energetic and resilient
- Passion for healthcare and our dream

Our offer to you

As part of the Commercial Team, you will have the opportunity to profoundly influence the future of Oxehealth. This is an opportunity to learn practical sales and business development from a hugely experienced and entrepreneurial leadership team – reporting directly to a member of the leadership team. This role could set you up to deliver your potential in a way very few businesses could, and is designed to enable the successful candidate to grow their career in Sales with us.

Teamwork and playing to our passions and skills are at the heart of our culture. You'll be joining an excited, focused, smart team who are passionate about helping patients and their carers and are always open to new ways of doing things. Read more about our culture [here](#).

Specifically, we'll offer:

- Competitive salary base & bonus scheme
- 25 days of annual leave with the ability to purchase more
- Stakeholder pension and life assurance
- Flexible working environment
- Career development, coaching and training
- Tuesday lunch, great coffee and snacks
- Working in a leading healthcare start-up with an entrepreneurial culture and strong team spirit