

Oxehealth

Lead Generation Representative

Once in a career opportunity: help improve healthcare for society's most vulnerable

Oxehealth gives doctors and nurses more time for hands on care where and when it's needed most. Our technology is an assistant for when they can't be there, paying attention to every room they are supervising.

We can compute pulse rate and breathing rate totally contact free, using standard digital cameras, with medical grade accuracy. We can also monitor human activity, behaviours and safety.

As one medical director remarked, "your technology will change the practice of medicine". Founded by the Head of Engineering at Oxford University, Professor Lionel Tarassenko, we recently won the prestigious Colin Campbell Mitchell Award from the Royal Academy of Engineering, awarded to the group who "made the greatest contribution to the advancement of any field of engineering within the period of the last four years".

With increasing numbers of people living with chronic conditions and growing elderly populations around the world, more and more people need to be looked after by a small group of clinicians and carers – Oxehealth's solutions will make this possible.

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

Oxehealth: scaling up

2017 saw us leave the Commercial Research phase, close early sales and complete the first permanent installations of our technology. 2018 is seeing the first large commercial sales opportunities come to a close, the first overseas installations and the first sales via third party integrators. Year on year, we aim to increase sales ten-fold. Backed by ambitious, long term investors such as IP Group.

Your role: drive net new meetings in our core market mental health

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 self-starting 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 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.

As part of the commercial team, the Lead Generation Representative will have the opportunity to profoundly influence the future of Oxehealth.

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You: the qualities and experiences we're looking for

To be a success in this role you will be:

- Self-starting and seeking satisfaction from speaking with prospective customers, exhibiting a positive and winning attitude
- A real people person, able to communicate comfortably with senior management through to clinicians and nurses
- Seeking out prospective customer via phone
- Consistently bringing in new leads and hit targets
- Able to work independently
- Adapting in a constantly changing, fast -paced work environment
- Able to work collaboratively within our company and in a team selling environment

You will have:

- Prior experience in solution selling
- Prior selling into NHS or government organisations is a plus
- Excellent communication skills

Terms: competitive package, learning opportunity, career path

- Competitive base salary and bonus
- 25 days of annual leave with the ability to purchase more
- Stakeholder pension
- A flexible working environment
- Working in a well-funded start-up with an entrepreneurial team spirit

This is an opportunity to learn practical business building from a hugely experienced and entrepreneurial leadership team. This role could set you up to deliver your potential in a way very few businesses could.

If you have the ambition, energy and skills needed to be successful in this role and want to be part of a company that is on a journey which will be world changing, please send your CV and cover letter to jobs@oxehealth.com.