

Oxehealth

Account Manager

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

Oxehealth gives doctors, nurses and custodians 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 heart 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 sales in our core mental health and police markets

Busy nurses and custodians 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 high energy, self-starting Account Manager to join the team. The successful candidate will be able to develop sales leads by forming relationships with senior customer leaders and drive leads through to contract signature independently. We have a great team who will support the Account Manager to get started and handle solution delivery and support, but the successful candidate will be responsible for delivering substantial sales to hit the team's ambitious growth targets.

The Account Manager will also be responsible for liaising internally with our Commercial Operations Manager, who manages the install-to-live process with the customer. An integral part of the job is ensuring customer success, which involves customer education/training and on-going management with an eye on growing accounts for the long-run. We take great pride in learning from our customers, and hearing how they love our solution and our way of working, therefore maintaining and building existing customer relationships is a key component of the Account Manager's responsibilities.

As part of the commercial team, the Account Manager will have the opportunity to profoundly influence the future of Oxehealth and learn from a highly experienced Leadership Team.

Oxehealth

Your future: springboard for your career

Oxehealth is a home for talented people. This position is fundamental to the business' success in the coming year and is specifically designed to enable the successful candidate to grow their career with Oxehealth.

You: the qualities and experiences we're looking for

To be a success in this role you will be

- Self-starting and goal oriented, seeking satisfaction from signing new customers
- Love cultivating strong customer loyalty and networks/communities
- A real people person, able to communicate comfortably with senior management through to clinicians and nurses, through to IT and Information Governance experts
- Must be proven at developing relationships at Senior Levels and understanding the psychology of the buying dynamics in the sectors
- Able to work collaboratively within our company in order to deliver our products and solutions to your customers
- Hungry to learn
- A team player, not a prima donna
- Patient, and know when to push and when to step back
- Ideally you will have experience working in a start-up or maturing start-up environment
- Unconditional commitment to success
- Happy to work on the road (UK).

You will have:

- Prior experience in "benefit-led" sales into complex stakeholder environments is a must
- Successful track record of selling new business into the public sector, as well as account development (NHS, Police, Care homes, Education etc)
- Good written communication skills

Terms: competitive package, learning opportunity, career path

- Competitive base salary, substantial sales 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.