



WE ARE LOOKING FOR YOU !

HEAD OF STRATEGIC GROWTH

LONDON, UK OR FULLY REMOTE





WHO ARE WE?

At Elemed, we recruit the people that get amazing medical technology to patients all over the world. From life saving products such as artificial hearts to innovative cancer fighting radiotherapy machines, the people we place truly change lives and we are proud to be a part of that.

Our clients range from startup companies of 5 people, to global corporations with locations all over the world. Today, our focus is roles based in the major European markets like Switzerland, France, Germany, NL and our aim is to become the overall EU market leader in medtech talent management.

Elemed is now 5 years old and we are in a seriously exciting time of our journey as we look to scale and grow to meet unprecedented market need.

Our recruiting style is focussed on building and converting long term relationships with our candidates and companies, providing excellent candidate and customer experience and nurturing talent, not only when they are looking for a job but throughout their careers. We do this through our unique community led initiatives like Elemed mentoring academy, our podcast, our exclusive Community group and more.

YOUR MISSION



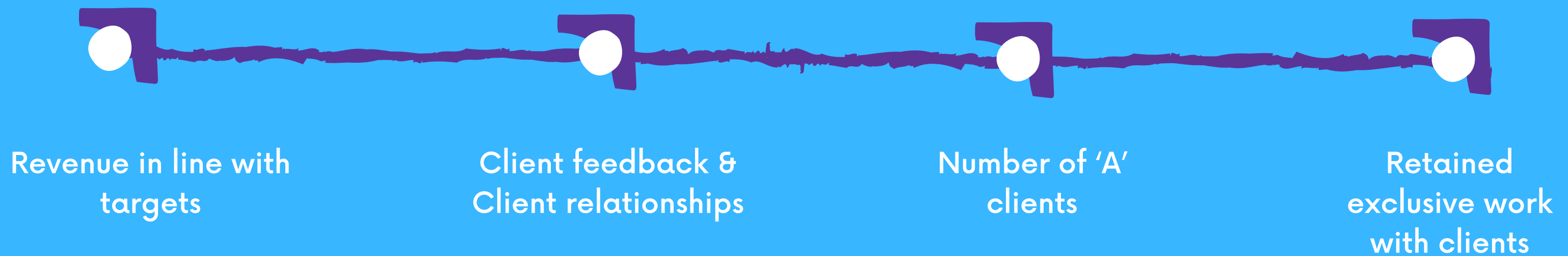
In this position you will be the face of Elemed for a strategic growth market. Your mission will be to grow our presence by identifying new opportunities and winning new business, in order to drive our European expansion goals. This is a senior client facing role where you will be responsible for representing Elemed as trusted advisor and partner to new clients.



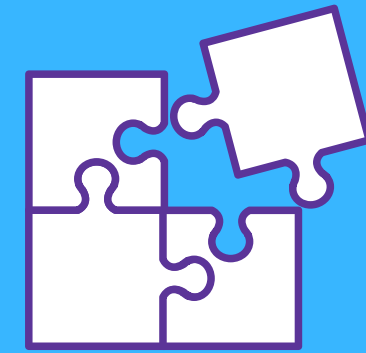
RESPONSIBILITIES

- Becoming the go-to person for your area of expertise in the market
- Strategic new business development: identifying opportunities and target accounts
- Understanding client requirements at both a strategic and tactical level to offer the best business solutions
- Leveraging Elemed solutions across all areas of talent management, having responsibility for pitching, winning business, negotiating new contracts and developing custom proposals in order to best serve our clients' needs.
- Be the team's role model, leading by example and demonstrating what success in business development looks like.
- Building strong commercial and long-term relationships with clients
- Work collaboratively with other business areas (marketing/delivery) to leverage opportunity and develop joined-up propositions.
- Attend conferences, host webinars and any other client facing activities in order to grow our business in these markets.
- To achieve personal KPIs and sales targets
- Developing internal process and strategies to facilitate new business development and client acquisition
- Training new members of the team

HOW IS SUCCESS MEASURED?



WHY JOIN US?



No red tape, no company politics and a fast moving decision making process



Flexibility - we believe in playing to everyone's strengths and shaping the role around your key skills



Minimal admin - we want as much of your time as possible to be focussed on recruiting and relationship building and we have cut away almost all of the admin side of the job (we have a really cool tech stack to facilitate this)



A huge opportunity to fast track your career as the team and company grows



Economic stability - even though we are a small enterprise, we have enough money in the bank to fund our ambitious growth plans.



A chance to really help build something, and have an impact on the future of our business

OUR VALUES



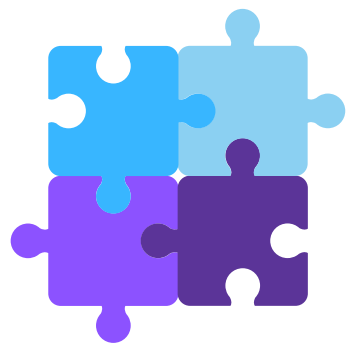
FORWARD THINKING

We do things differently. We find creative and innovative solutions for our community. We lead the way.



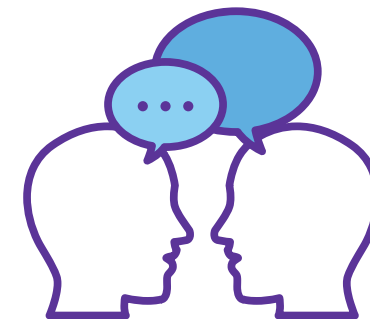
STRIVING FOR EXCELLENCE

We don't settle for average. We work hard to exceed expectations. We are passionate about everything we do.



COLLABORATION

We are a team with a common purpose. We share, we support, we celebrate. Collaboration is the key to our success.



HONESTY

We believe in transparency and two-way communication. Be straightforward, upfront and supportive.

WHAT WE ARE LOOKING FOR?



This role is perfect for someone who loves the challenge of winning new business, and has confidence in speaking to senior key decision-makers. You are fast-paced, high energy, solution-driven, ambitious and have a positive attitude.



We believe that less is more and focus our business to working good quality, high commitment roles. You need to be able to say "no". We are looking for someone who believes that recruitment is a partnership with the clients and candidates we support.

KEY EXPERIENCE



Demonstrated experience and sales success



Working in the medical device/IVD industry in a sales/business development role

Or



Having worked in a recruiting agency in a role covering business development activities specifically in a EU wide candidate short permanent market



Knowledge of the Life Sciences/medtech/diagnostics industry



Track record overachieving targets



Structured and organised.



Independent, works with urgency, and is a sponge.



Honest, upfront and direct communication style



Minimum education to degree level



Ideal: you speak a second language



If you think you can bring
any of the above to Elemed
we would LOVE to hear
from you!

Send your CV to **elena@elemed.eu** for a
confidential career discussion.
Good Luck!