



Job specification

New Business Consultant

iHealth Sales Team

Employment status: Permanent

Reporting to: iHealth National Sales Manager

Location: National

About Healthbridge

As Healthbridge we exist to liberate life through transforming healthcare. We creatively look for ways to make healthcare more affordable, accessible and effective for everyone. Our innovative HealthTech solutions ensure that patients, healthcare providers and other role players in the healthcare ecosystem benefit by collaborating together.

We seek high performers with a positive, growth mindset who will thrive in a culture based on strong values, accountability, openness, collaboration and no politics.

About the team

The iHealth team consists of highly experienced individuals who offer Medical Bureau Providers, Large Group Practices, Anaesthetists, Orthopaedic Surgeons, and Specialist Practitioners a unique solution designed to drive results and automate processes. Our team provides solutions for some of the largest Bureau Providers and Group Practices in South Africa, ensuring efficiency and success in their operations.



About Growth

Growth opportunities at Healthbridge are wide and varied, with excellent growth opportunities within the role itself to become a specialist. We are a dynamic and growing company that rewards great performance with not only the standard progression (take-my-boss'-job) path, but also offers exciting opportunities to those wishing to expand their horizons.

Role purpose

Fuel Healthbridge's growth with high-quality sales that secure profitable clients, while shaping our value proposition for future success.

Description

- Obtain new clients and find new business opportunities
- Build and maintain a quality sales pipeline
- Deliver to sales targets consistently
- Make and manage sales appointments
- Demo and position our value proposition authoritatively
- Build and maintain relationships with key stakeholders
- Meticulously update all relevant systems and perform the necessary administrative duties required for reporting
- Based on experience in the field, provide input to help shape our value proposition
- Daily travel in own car, into all areas in the assigned territory

Job Requirements

Knowledge and skills

- Continuous learning to attain flawless knowledge of our products, services, and pricing thereof within the required time-frames
- Excellent industry knowledge, especially around Specialist Providers claims structure
- A disciplined approach to pipeline building
- Highly effective at closing deals
- Collaboration across teams
- Building and maintaining relationships with Providers, Practice Managers and Bureau owners through high-value interactions
- Conflict resolution
- Proficient in English, and at least one other official language
- Excellent communication skills



Qualifications and experience

- National Senior Certificate (Matric)
- 3+ years direct sales in the private healthcare information technology sector
- Sales methodologies

Competence

- We hold ourselves to behavioural guidelines characterised by these phrases:
 - Tomorrow ain't gonna cut it
 - Dig Deeper
 - Quality is a habit, not an act
 - Be accountable, own it
 - As you are part of a team, trust, contribute, share & communicate
- Think and act strategically
- Problem solve effectively
- Ability to listen, understand and interpret
- Be a creative and an out-of-the-box thinker
- Be self-motivated and enthusiastic
- Self-confident, assertive
- Commitment to delivering value to the internal and external client
- Tech-savvy and forward/future thinking
- Has a growth mindset attitude

