



Job specification

New Business Consultant

HB Bureau

Employment Status: Permanent

Reporting to: Head of Sales - HB Bureau

Location: Johannesburg

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 purpose of the Bureau Sales team is to unlock our evolving value proposition for our clients in order for them and for Healthbridge to thrive.

To deliver to this Purpose, we:

- Actively protect our client base.
- Shape our evolving value proposition and target markets.
- Relentlessly sell, on-board, up-sell and service our offering, always making the value proposition real.
- Deliver WOW Service, Version digital.
- Make best use of our precious resources.
- Live cloud by example.

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

Grow Healthbridge by delivering quality sales that translate into profitable clients and in addition to provide input to help shape our value proposition.

Description

Key responsibilities include:

- 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

Qualifications and experience

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

Knowledge and skills

- Immaculate knowledge of our products and services, and pricing thereof.
- A disciplined approach to pipeline building.
- Highly effective at closing deals.
- Collaboration across teams.
- Building and maintaining relationships with doctors and key industry stakeholders.
- Conflict resolution.
- Proficient in English, and at least one other official language, preferably more.