



Job specification

New Business Consultant

HB Bureau

Employment Status: Permanent

Reporting to: National Sales Manager - HB Bureau

Location: Durban

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 Healthbridge Bureau Sales team is to unlock our evolving value proposition for our clients in order for them and for Healthbridge to thrive. Join our dynamic team and:

- Shape the Future: Define our evolving value proposition, keeping us ahead of the curve.
- Own the Sales Cycle: Discover, Diagnose, Design, Deliver - You control the client journey.
- Exceed expectations with exceptional customer service.
- Resourceful & Efficient: Maximize resources for superior results.

Become a legend. Shape the industry. Join our elite sales force.

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.
- Obtain new clients and find new business opportunities.
- 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, including continuous learning to attain flawless knowledge within the required time-frames.
- Excellent industry knowledge, especially around Specialist
- 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.

Competence

- Adherence to behavioural guidelines characterised by the phrases: "Tomorrow ain't gonna cut it," "Dig deeper," "Quality is a habit, not an act," "Be accountable, own it," and "As you are part of a team, trust, contribute, share & communicate".
- Self-motivated and enthusiastic, as well as self-directed.
- Think and act strategically.



- Problem solve effectively.
- Ability to listen, understand and interpret.
- Be a creative and an out-of-the-box thinker.
- Self-confident, assertive.
- Commitment to delivering value to the internal and external client.
- Tech-savvy and forward/future thinking.
- Has a growth mindset attitude.

