healthbridge
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Job specification

New Business Consultant

Meraki Sales

Employment status: Permanent

Reporting to: Regional Sales Manager

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

Craft Value and conquer sales: Join Healthbridge's "GAMECHANGERS" team.

Thrive where innovation fuels results. We're value architects, redefining client success. Join us 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.
- Maximize resources for superior results.
- Lead by example, championing the cloud internally and for clients.

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

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

Description

- 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

Knowledge and skills

- Extensive knowledge of sales methodologies
- 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
- Proficient in English, and at least one other official language, preferably more

Behavioural Competencies

- Excellent interpersonal and communication skills
- Able to listen, understand and interpret client needs
- Self-confident and assertive
- Highly resilient
- Proactive and self-directed
- Able to problem solve effectively.
- Commitment to delivering value to the internal and external client.
- Tech-savvy and forward/future thinking.
- Growth mindset and open to continuous learning