

Job Description

Name:	Date: May 2025
Job title: Business Manager, –Human Mobility	Location: Field Based
Reporting to: Head of Neurmobility	Line reports: N/A

Job Purpose/Scope:

- To develop, coach and mentor our clinical and professional stakeholders with product demonstrations, new product awareness, training and liaison.
- To complete join clinical trials and assessments with an MDT (Multi-Disciplinary Team).
- Development of new areas of business through relationship, networking and support of healthcare professionals.
- To manage all elements of our Mobility business within an assigned geographical area.
- To achieve double digit, profitable sales growth, in –line with the AMP (Annual Marketing Plan).

Key Duties & Objectives:

To support clinicians and customers working in the NHS and private practice with presentations, training, professional support and education.

To manage the business to high levels of CRM (Salesforce) and KAM within a key customer / supply network. To increase volume sales and assume responsibility for on-target sales performance.

To develop our market share and heighten brand and product awareness.

To attend key trade exhibitions throughout the year.

To use effective data management for internal reporting and management of customer business, using the in-touch and CRM management tools (Salesforce).

To take responsibility for a designated geographical territory, and work with minimal day-to-day supervision.

To make regular use of support from the Human Mobility Team Leader- and Head of Neuromobility for the division and other internal head office teams.

To keep and submit comprehensive visit reports for all customer meetings from week to week.

To support our internal teams by feeding back quality competitor and market information.

To expect that nights away from home will be necessary whilst travelling and that some weekend work is also required for exhibitions and conferences.

To ensure methodical planning and diary management, with a minimum of three scheduled customer contacts per day.

To complete customer visit reports by the close of the following business day.

To support the Technical Services Manager in delivering excellent service for customers.

To carry out any other duties reasonably falling within the purview of the post.

Health & Safety Terms:

To adhere to working practices which meet both the standards promoted by the Company and the requirements of the contract.

Take reasonable care for the health and safety of yourself and anyone who could be affected by your acts or omissions.

Comply at all times with H&S training and report any areas of concern regarding safety to line management and fellow operatives.

Co-operate with your employer to allow them to fulfil the company's health and safety objectives and statutory

requirements.

To ensure continued personal effectiveness and to meet operational requirements, job descriptions are periodically reviewed and updated. The Company would aim to discuss and reach agreement with you regarding any changes proposed but reserves the right, following reasonable consultation, to introduce any necessary changes to maintain business effectiveness and meet operational requirements.

Signature of Job Holder:

Signature of Line Manager: