

## Job Description

<b>Name:</b>	<b>Date: May 2025</b>
<b>Job title:</b> Mobility Team Leader	<b>Location:</b> Field Based
<b>Reporting to:</b> Head of Neuromobility	<b>Line reports:</b> N/A
<p><b>Job Purpose/Scope:</b></p> <p>To service our existing clinical and professional customers with product demonstrations, sales support, new product awareness, training and liaison, and to manage all elements of our business with our key customers. To achieve double digit, profitable sales growth. To support the other BMs in their roles to achieve the aims of the business unit.</p>	
<p><b>Key Duties &amp; Objectives:</b></p> <p>To manage the business with very high levels of CRM (Salesforce) and KAM within a key customer network. To increase volume sales and assume responsibility for on-target sales performance.</p> <p>To support customers with presentations, training and professional support and education.</p> <p>To develop our market share and heighten brand and product awareness.</p> <p>To attend key trade exhibitions throughout the year.</p> <p>To use effective data management for internal reporting and management of customer business.</p> <p>To take responsibility for a designated geographical territory, and work with minimal day-to-day supervision.</p> <p>To make regular use of support from the Head of Neuromobility for the division and other internal head office teams.</p> <p>To keep and submit comprehensive visit reports for all customer meetings from week to week.</p> <p>To support our internal teams by feeding back quality competitor and market information.</p> <p>To expect that nights away from home will be necessary whilst travelling and that some weekend work is also required for exhibitions and conferences.</p> <p>To ensure methodical planning and diary management, with a minimum of five scheduled customer contacts per day.</p> <p>To complete customer visit reports by the close of the following business day.</p> <p>To support the Technical Services Manager in delivering excellent service for customers.</p> <p>To carry out any other duties reasonably falling within the purview of the post</p>	
<p><b>Health &amp; Safety Terms:</b></p> <p>To adhere to working practices which meet both the standards promoted by the Company and the requirements of the contract.</p> <p>Take reasonable care for the health and safety of yourself and anyone who could be affected by your acts or omissions.</p> <p>Comply at all times with H&amp;S training and report any areas of concern regarding safety to line management and fellow operatives.</p> <p>Co-operate with your employer to allow them to fulfil the company's health and safety objectives and statutory requirements.</p>	

**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:**

Job Description