Business Development Manager (different states in India)

CLOUDPHYSICIAN

Cloudphysician aspires to be the global virtual hospital. We are reimagining the delivery of critical care through patient-centric solutions. We use our advanced technology, designed and developed in-house, to increase access to care, all across the globe. Cloudphysician has been radically transforming delivery of critical care by impacting thousands of patients across India and enabling them to receive high quality care irrespective of their location and is moving towards mainstreaming this model globally.

Our Care Center, based in Bangalore, is staffed 24/7 by a highly qualified and trained critical care team that includes super-specialist doctors, nurses, dieticians, and pharmacologists. The clinical team uses our proprietary platform, RADAR, to connect to hospital ICUs to oversee and manage the care of critically ill patients across multiple regions. RADAR, built by our team of technology experts, incorporates automation, computer vision, real-time video, and data analytics to help expert care providers connect to and provide care to patients.

We have cared for more than 90,000 intensive care patients across 21 states in India and saved numerous lives.

JOB DESCRIPTION

We are looking for competitive Business Development Managers who can thrive in a fast-paced business environment. The Business Development Manager will act as the key link between our organization and healthcare professionals and will aim at meeting sales targets. As a Business Development Manager, your goal is to increase the visibility and awareness of our company's smart ICU solution offerings and maximize sales growth. The role will provide you the opportunity to learn and grow in a fast-paced digital healthcare environment. Cloudphysician is rapidly growing and creating impact at scale - the role will provide the candidate to be a part of this dynamic organization and industry.

Key responsibilities

1. Ensure proper segmentation is done in identifying the partner hospitals and work on converting them to our clients for our Smart ICU services
2. Develop, maintain and improve relations with existing and potential customers in the assigned region.
3. Build positive trust relationships with doctors to influence targeted groups in the decision making process
4. Monitor and analyze data and market conditions to identify competitive advantage

5. Supporting customer tailored sales actions
6. Analyze competitors' performance to safeguard and further promote our position in the market.
7. Work / Collaborate with different teams delivering quality customer experience
8. Assist with organizing promotional events and CMEs to reach prospective customers.
9. Understand prospect's needs and pain points, and educate them through online presentations and demos on how your product can help solve their business challenge.

SKILLS

1. In the B2B landscape, the candidate should not only have a good understanding of the product but should also be able to showcase its capabilities to prospects through demos.
2. The candidate should discover what benefits will solve the customer's business challenges and highlight the value of those features during the demo.
3. Solid background in customer acquisition strategies.
4. Tenacity and drive to seek new business.
5. Team management
6. Commercial & negotiation expertise
7. Goal-oriented, committed, and relentless approach to work.

PREFERRED QUALIFICATIONS

1. Education: MBA from a premier college
2. Minimum 2 years experience in B2B Sales
3. Experience in Concept / Solution / Saas / Project Selling
4. Experience dealing with hospitals or the healthcare industry preferred.
5. Experience in managing key stakeholders/KOL like Hospital owners, Influencers, and Physicians.

How to apply

If you are interested, please send your resume to careers@cloudphysician.net along with two references.