



Job Title: Sales and Business Development Director/Manager

Salary: Competitive (+ including commission based on sales)

Type: Full time, fixed term of one year initially, with view to extension

GoodSAM is the world's most advanced emergency services mobile technology platform. GoodSAM offers a suite of functions which not only saves lives, but also transforms emergency resource management including: alerting trained bystanders, dispatching statutory emergency services, on-scene video triage and remote assessment of vital signs through video.

We are looking for an exceptional individual to drive the growth of [GoodSAM](#) and secure sales in both domestic and international markets. The ideal candidate will be entrepreneurial, independent and resilient. You will be working to support the uptake of innovative technologies set to transform the emergency services and healthcare sectors. The role will focus particularly on driving sales of our highly innovative [Instant On Scene system](#), which is currently being trialled by a range of Emergency Services globally.

We are looking for an experienced Sales and Business Development Director/Manager to join our team to lead on sales. Reporting to the co-founders, the Business Development Director/Manager will have responsibility for driving sales to a range of emergency service, corporate, charitable and other clients. In this role, you will deliver growth through the identification and development of new client relationships, proactive maintenance of the sales pipeline and direct interaction with prospective clients. You will be responsible for preparing and delivering commercially robust sales and market engagement plans, client presentations, proposals, RFPs/tender submissions, etc.

This is primarily a sales role. A track record of successful sales experience is essential and a high-level of autonomy is needed. The ideal candidate will have a good working knowledge of support services for one or more of the following client groups: ambulance, police, fire, pharmaceuticals or other emergency response organisations.

Responsibilities include, but are not limited to:

- Taking personal responsibility for sales, both domestic and international – developing and executing a successful sales strategy across a number of markets.
- Developing and maintaining professional working relationships with prospective clients and creating increased business opportunities across the business.
- Writing bespoke proposals and responses to tenders.

You will have:

- A demonstrable history of driving sales growth
- Exceptional client management skills.
- Experience managing and forging relationships, at the highest level, in business and/or government.
- The ability to work quickly and flexibly, with the mental agility to make good decisions quickly.

You will be:

- Highly persuasive.
- A strong relationship builder with the ability to build relationships with both internal and external stakeholders.
- Self-motivated and driven, with the ability to work autonomously.
- Willing to embrace all aspects of working in a growth business, from managing day-to-day admin to pitching to senior executives of the world's largest emergency services.
- Commercially-minded and totally committed to global social change through enterprise-level action.

Additional Desirable Skills:

- A knowledge of the emergency services / healthcare sector
- Ability to create high quality marketing materials (brochures / pitch decks)
- Accounting skills