

Position: Business Development Manager

Employment Type: Full-Time, Permanent

Salary: £50,000 – £60,000 per annum

About Us:

Healthgenic Solutions, is a specialist healthcare technology and clinical research solutions provider. The company develops advanced software tools that support healthcare organisations and clinical research bodies with data validation, tracking, analysis, and regulatory submission to authorities such as the FDA and MHRA.

Through its secure, integrated technology platforms, Healthgenic Solutions enables healthcare and research organisations to manage workflows, share data securely, and gain actionable insights through powerful analytics. Its bespoke solutions are designed to improve operational efficiency, regulatory compliance, and patient outcomes.

As demand for digital health solutions and clinical research technology continues to grow, the company is expanding its commercial operations and is now seeking an experienced Business Development Manager to drive strategic growth.

Role Overview:

The Business Development Manager will be responsible for identifying, developing, and securing new business opportunities within the healthcare, life sciences, and clinical research sectors. The role focuses on expanding the company's client base, strengthening strategic partnerships, and promoting the company's bespoke healthcare technology solutions to UK and international markets.

Key Responsibilities:

- Identify and develop new business opportunities within healthcare providers, research organisations, pharmaceutical companies, and life sciences firms.
- Promote Healthgenic Solutions Ltd's software platforms and analytics tools to prospective clients.
- Build and maintain strong relationships with key decision-makers, stakeholders, and partners.
- Conduct market research to identify emerging trends, client needs, and competitive positioning.
- Prepare and deliver business proposals, presentations, and product demonstrations.
- Support contract negotiations and commercial discussions to secure new engagements.

- Work closely with technical and product teams to ensure client requirements are clearly communicated and delivered.
- Maintain accurate sales pipelines, forecasts, and CRM records.
- Represent the company at industry events, conferences, and networking forums.
- Contribute to long-term business strategy and expansion planning.

Qualifications:

- Proven experience in business development, sales, or account management
- Excellent communication, negotiation, and presentation skills.
- Ability to manage complex sales cycles and build long-term client relationships.
- Strong leadership, communication, and customer service skills.
- Excellent organisational and time management abilities.
- Positive, proactive, and capable of working in a fast-paced environment.
- Strong problem-solving skills and attention to detail.

Why Join Us?

- Competitive salary and benefits package.
- Opportunity to work in a dynamic, fast-paced environment with a passionate team.
- Comprehensive training and professional development opportunities.

We are committed to creating a diverse environment and are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

Location:

Our office is conveniently located in Manchester, offering a vibrant urban environment surrounded by natural beauty.

How to Apply:

If you are ready to take on an exciting role in business development and contribute to our company's growth, please send your resume and a summary of your achievements to hr@healthgenicsolutions.com. Please use "Business Development Manager Application - [Your Name]" as the subject line.

Join us in shaping the future of our company and expanding our horizons. Apply today to be a valuable part of our dynamic team in Manchester.