

**Position: Business Development Manager - MedTech**Is this role for you?

- Proven sales experience and success
- Business Development experience
- Self-starter with a drive to succeed both individually and part of an energetic team
- Organized individual who can deal with multiple business demands and deliver on time
- Comfortable traveling regularly
- Proud of personal integrity

In short – we want great people!

## Responsibilities

**Responsibilities:**

- Identify new markets to widen market base for enhanced revenue and profit generation.
- Identify, recruit, enable and manage OEM partners
- Understand, challenge and exploit value drivers for each prospect/customer
- Negotiate, structure, and close MedTech contracts
  
- Build and develop joint go-to-market plans to help drive OEM sales
- Take responsibility for OEM bookings financial results on both a new OEM and sell-through basis
- Provide up to date commercial and market information
- Contribute to the ongoing development of the MedTech strategy and product development
- Engage in forums, organizations and exhibitions to position Asavie as a thought leader in connectivity for MedTech

**Requirements:**

- Exceptional communication skills
- Ability to present to large groups in a concise, measured and confident manner
- Provide accurate forecast and pipeline management
- Quickly learn the underlying systems that drive Asavie cloud services
- 4+ years relevant work experience
- Demonstrated knowledge and passion for mobile communication
- Software / hardware industry experience is an advantage
- Proven success in creating and developing new business models is desirable
- High energy, team player who motivates and excites others
- Keen traveller, jump on a plane, go there and make it happen
- Partnership builder who understands the value of good relationships
- Demonstrated sales experience, particularly solution selling
- 4-year degree desirable