

Job Title:	<i>Hospital Proposition Executive</i>
Function /CFBU:	<i>Membership Proposition - PHOENIX Sales & Marketing</i>
Dimensions of the Job:	Responsibility for the development and implementation of the Hospital Solutions propositions for NHS and Private Hospitals. Including collaboration and support for Hospital Channel Customers. The role also supports Hospital channel functions including supply chain, Commercial (Manufacturer requirements) plus performance support for sales teams in achieving and driving revenue and margin targets within Phoenix Hospital Solutions channel.
Reports to:	Head of Membership Proposition
Location:	North of England (Runcorn) but location flexible. Occasional regional travel.
Job Summary:	The role holder will lead, manage & develop the Hospital Customer Propositions within the Phoenix Group UK 's Sales and Marketing Business Unit. • They will oversee and manage the implementation, execution and success of the Hospital Customer Propositions which include s our product (Branded, Generic and increasing focus on Speciality medicines) and service offerings into our hospital customer channel. They will provide market leading propositions that challenge our competitors and ensure that we continue to deliver best in class propositions to our customers in terms of value and positive Customer Engagement. • The role holder will coordinate the proposition activity, information and requirements to collaborate with the Hospital Customers and Manufacturers to deliver their Hospital contract requirements to ensure Phoenix retain Customer business and Manufacturer contract. • They will work with large range of stakeholders across the business to ensure that we meet our financial targets and KPIs. They will interface with the Business Unit Leadership teams, Sales Teams, Commercial procurement team to support their knowledge, skills & belief in our Commercial Propositions, delivering real clarity of proposition whilst addressing any opportunities and challenges that h ave been identified within the Hospital customer channel.

Responsibilities:

- Support delivery against revenue, EBIT and cost budgets for Phoenix within the Sales & Marketing Business unit
- Meet the financial targets and KPIs for the Phoenix product and service categories in the Hospital channel
- Development of industry leading customer facing Hospital propositions in collaboration with Sales function to that are agile to meet the needs of the customers and also those which support the direction of Hospital product development of Manufacturers. Focusing on high growth opportunities and supporting services.
- Collaboration with Commercial and Procurement teams to implement key manufacturer and NHS contract arrangements, plus identify and execute manufacturer and NHS opportunities into the Hospital sales channel. High degree of focus to drive propositions in growing segments such as Specialty
- Work with the Phoenix leadership team to lead the implementation of a knowledge, skills & belief and creates best in class sales teams for our Phoenix proposition delivered to all Secondary care customers.
- Ensure that Phoenix delivers against all targets set for Manufacturers / Sales Team by working with the Sales Lead team & BI to provide timely and effective reporting and sales support analysis that give teams detailed account insight and understanding.
- Oversee the implementation of new and existing sales strategies and drive key initiatives for the sales teams
- Support the administration and development of the Phoenix Hospital portal
- Continue to support the Phoenix lead team to equip & enable them to train and develop the sales teams to perform and drive revenue generating strategies.
- Support the wider proposition team in the development of synergy opportunities across channel and product categories.

Leadership

- Demonstrates the Company's values and behaviours that drive business performance, customer and quality excellence and engagement of our people

Key Experience, Knowledge, Skills & Qualifications:

Key Experience

- Desirable to have understanding and worked in the Pharmacy and Wholesale Hospital and Pharmacy environment.
- Experience within industry or other healthcare developing successful propositions from concept, to market launch to BAU success.
- Worked in a sales, finance or commercial role requiring attention to detail, execution of tasks against policy and deadline requirements.
- Experience pitching and presenting ideas to SLT/Board level and development ideas into operational solutions and experienced 3rd party senior management.
- Experience of working in a sales and service environment

Knowledge and skills

- Strong organisational, analytical and administrative skills.
- Ability to deliver against regular and urgent deadlines through effective time management and organisational skills.
- Good communication skills to provide gain commitment from colleagues to deliver against deadlines.
- Capability to provide insight through analysis of sales performance data sets to help drive team performance.
- Ability to present data and information in a clear and effective manner in spreadsheets and other formats.

Qualifications

- Desirable – graduate

Key Interfaces

External –manufacturer client sales, finance and marketing contacts, key NHS stakeholders.

Internal – Sales and Marketing and other CFBU teams, Finance, BI and Supply Chain.

*PHOENIX Medical Supplies will be recognised as a provider of
top class business relevant solutions to the UK healthcare industry,
operating with honesty and integrity to show leadership in partnership*

