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Description automatically generated with medium confidence­­ **JOB DESCRIPTION**

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| **ROLE TITLE** | Business Development Manager |
| **REPORTING INTO** | Chief Operating Officer |
| **LOCATION** | Reading (flexible working will be supported) |

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| **ABOUT OCCUITY** |
| At Occuity, we are pioneering ground-breaking technological solutions to alleviate some of humanity’s greatest healthcare challenges by developing technology that takes instant health diagnostic information simply by looking in the eye. With our clear vision and values, a world-leading team of experts, 9 international patents and more pending, we are developing a hugely innovative range of products that will improve the lives of millions of people around the world. Healthcare challenges are there to be solved and at Occuity, we have the vision and the technical ability to succeed. Occuity’s aim is for our accessible, non-contact, mobile diagnostic health devices to make repetitive, invasive monitoring a thing of the past.  At Occuity, we value being at the forefront of cutting-edge technology and we have an incredible team of people helping us do just that. Our employees are excited to be part of a team that thrives in a culture of innovation and imagination. Our success means that we are now expanding at a rapid pace and we are seeking truly exceptional people to join our team. We are looking for trailblazers, visionaries and the naturally inquisitive; those who can challenge and those who can inspire. At Occuity, every single person has a voice - and a vital contribution to make to our success.  If this sounds like you, why not join us on our journey? |

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| **THE ROLE** |
| As part of our ambitious growth plans, we are now seeking an experienced Business Development Manager who can foster distribution relationships across the international landscape in order to facilitate the delivery of Occuity’s products to a large and varied potential client base. |

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| **KEY DUTIES & RESPONSIBILITIES** |
| * Implementing the business development strategy in order to facilitate the expansion of Occuity’s international ophthalmology and optometry distributor base in conjunction with the management team * Develop a deep understanding of Occuity’s products in order to identify the most appropriate markets for distribution * Responsible for researching, comparing and identifying potential new distributors across the international marketplace and determining which of these to develop into successful, ongoing partnerships * Enhance and progress existing distributor relationships * Negotiate with distribution partners in order to ensure the best possible terms for business and leverage existing knowledge to negotiate with distribution partners * Discern and remain up-to-date with the regulatory landscape across the various international markets * Keep breast of all new initiatives within Occuity’s product pipeline * Remain fully up-to-date on changes within the international ophthalmology and optometry landscape in order to identify potential new areas for business development * Act as the first point of contact for all international distribution queries relating to Occuity’s products |

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| **EXPERIENCE, SKILLS & QUALIFICATIONS** |
| **Essential**   * Significant experience selling to international distributors * Commercially astute with the ability and determination to represent Occuity’s best interests in the market * Experience of working with the international ophthalmology and optometry landscape * Extensive knowledge of regulatory hurdles for selling into key target international markets (in particular USA, Japan, Germany and France) * Experience of designing and developing and implementing business development strategies * Experience of negotiating with distributors in order to secure best possible terms     **Desirable**   * Existing contacts within the international ophthalmic and optometry distribution space     **Personal Attributes**   * A first-class communicator and skilled negotiator * A natural relationship builder * Enthusiastic and passionate, you are a fast-paced worker who thrives on getting projects over the line * Self-motivated, persistent and collaborative, you have a “can-do” attitude and approach * A keen eye for detail * Tenacious and persistent with a determination to go the extra mile to see all projects through to completion * Equally capable of working independently or as part of a team * You are excited about the prospect of making a real difference to people’s health around the world |

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| **EQUALITY AND DIVERSITY** |
| Occuity is committed to encouraging equality, diversity and inclusion among our workforce, and eliminating unlawful discrimination. The aim is for our workforce to be truly representative of all sections of society and our customers, and for each employee to feel respected and able to give their best.  Further details on our Equality, Diversity and Inclusion policy can be found online |

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| **COMPENSATION AND BENEFITS** |
| * Competitive compensation package (basic plus commission) dependent on skills and experience * 25 days annual leave * 3% matching pension contribution * Access to Occuity’s share option scheme |