



## Head of Sales

### Idox Health

### Home/Field Based

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#### About the role

Idox Health focuses on delivering innovative solutions to the healthcare market, integrating technology and healthcare pathways to enable clinicians and health specialists to spend more time on patient welfare. We combine creative ideas, knowledge and cutting-edge technology to deliver award-winning solutions that improve patient experience and help health services to maximise efficiency. Our solutions have been designed in partnership with clinicians and healthcare trusts. Idox Health is also a leader in logistics and information management products for Health. Our product portfolio includes the iFIT™ and Lillie™ product sets which both have strong positions in their markets.. For further information, please visit: <https://health.idoxgroup.com/about-us>.

To support continued planned growth in its public sector solutions market, Idox is looking to expand its sales teams and requires a senior Sales professional to lead and manage the Sales team for Idox Health. Our Health division is committed to planned sales growth based on a balanced mix of existing and new business sales, aided by an exciting programme of new product releases.

The appointed Head of Sales will be responsible for maintaining momentum and create new opportunities for Idox. They will be leading a mix of experienced and developing Account Managers so will need to bring a successful track record in people management, achieving/exceeding targets and goals in a complex and evolving solutions environment in the public sector, and specifically for the NHS. With this, he/she will enjoy a varied and enriched professional life as a Sales leader within Idox.

The Sales Leader will lead a team responsible for co-ordinated sales activities; this means achieving sales targets, cultivating customer relationships and bringing new customers to drive in-year and future revenue growth. This role is national, with responsibility for the UK, as well as some international sales and solution provision.

#### Key Responsibilities:

- Leadership; development and execution of actionable strategic plans to increase sales and market share for Idox Health products and solutions
- Business planning and production of Idox Health sales forecasts, with a focus on growth and profitability Pipeline development and management at sales person and Business Unit level
- Execution of plans for Customer retention and the uptake of Idox solutions within Health domain
- Organisation of Health Division and Sales team to achieve sales targets, goals and objectives set agreed within the business on a monthly, quarterly and annual basis
- Leading delivery of professional sales presentations by Health sales team; proposal/tender responses and demonstrations
- Setting and demonstrating professional sales standards within the Health sales team, including compliance with processes and reporting
- Provide insight on Health domain to Executive Management team
- Knowledge sharing across the sales team
- Staff development; coaching, mentoring throughout Health business to maximise opportunity
- Thought leadership, taking a high profile with external audience as well as in-house.

#### To be successful, you'll need to bring:

- Previous sales management experience and individual sales success supplying software, services and solutions within Health domains to which Idox supplies or experience working within as a service partner with the NHS, delivering hospital and/or clinical solutions
- Ability to influence all key accounts and new prospects positively, increasing contract values and client retention – as a pro-active “player-manager”
- Ability to deliver results on the basis of both own sales efforts and through the sales team
- An ability to form strong and mutually beneficial business relationships with customers
- Tenacity, as a highly energised and motivated individual with a high level of commitment and passion for achieving levels of service excellence
- A keen understanding of Health Authority and NHS procurement processes and frameworks
- Good business judgment with a result-driven focus
- Confidence, able to work alongside strong personalities within the business
- Ambition to lead and make the market in our sector,

### Additional desirable qualities:

- Experience in community/ network development and public speaking.

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## About Idox plc

Idox is the leading applications provider to UK local government for core functions relating to land, people and property, such as its market leading planning systems and election management software. Over 90% of UK local authorities are now customers. Idox provides public sector organisations with tools to manage information and knowledge, documents, content, business processes and workflow as well as connecting directly with the citizen via the web, and providing elections management solutions. It also supplies in the UK and internationally, decision support content such as grants and planning policy information and corporates compliance services. Idox delivers engineering document control, project collaboration and facility management applications to many leading companies in industries such as oil & gas, architecture and construction, mining, utilities, pharmaceuticals and transportation in North America and around the world.

The Group employs c.700 staff located in the UK and worldwide, including Asia, Europe and North America. Idox has many offices across the UK and therefore travel will be required.

## The Benefits

This post commands a competitive salary depending upon experience, along with an excellent benefits package.

## How to apply

Applicants should submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why they feel they would be suited to this role to [Join.Us@idoxgroup.com](mailto:Join.Us@idoxgroup.com).

Please note successful applicants will need to satisfy the BPSS guidelines (Baseline Personnel Security Standards) which consist of the receipt of satisfactory references covering the last 3 years of employment; an identity check; verification of eligibility to work in the UK; and a Basic Disclosure Check. This is in order to help us make safer recruitment decisions and prevent unsuitable people from working with access to personal and sensitive data.



## Privacy Notice

As part of the recruitment process we will collect data about you in a variety of ways including the information you would normally include in a CV or a job application cover letter, or notes made by our recruiting officers during a recruitment interview.

Please read the Idox Recruitment Data Privacy Policy here <http://www.idoxgroup.com/privacy.html>