



Job Specification

Position: Business Development Lead (UK and Ireland)

Company: [X-Lab Ltd](#)

Location: Field, home based

Starting Date: ASAP

Salary: On application

Hours: Full-time (37.5 hours per week)

Job type: Permanent

Reporting to: Global Business Development Director

This is a fantastic opportunity to join a rapid-growing, high-impact healthcare technology business and to be impactful in our vision to build a global business.

We are looking for a high calibre Business Development Lead who is naturally engaging and can drive new sales of our NPEx product suite, with new and existing customers, in the UK and Irish markets. You'll need to have tenacity and drive to seek out new business opportunities with responsibility for managing prospects through a process, to close deals that result in long term revenue streams.

About X-Lab

We are on a mission to change diagnostic healthcare. Our core product, Labgnostic, is a service which connects diagnostic organisations together through a single exchange hub and tackles the globally felt challenges of achieving interoperability. Labgnostic, which is marketed under NPEx (the National Pathology Exchange) in the UK, has been used across the NHS and private laboratories since 2006. Over the last 12 months, NPEx has become the market leader in the UK and has played a key role in the UK's pandemic response by matching requests and results for the majority of the country's COVID-19 tests. We continue to expand through both the diversity of our product offering in the UK and with our geographic reach to global markets. We are seeking highly motivated candidates with an understanding of technology and its scalability potential, to help drive this growth.

Our team is our most important asset with a shared passion for improving healthcare, and our culture drives a strong sense of teamwork and ownership. From quizzes to regular (COVID-safe) socials, we strive to offer a relaxed, but productive and professional environment to make our important work a reality.

Key responsibilities:

- Discover and develop new NPEx business opportunities in the UK and Ireland healthcare and diagnostics market. Working with the business development team, identify new opportunities to target and develop.
- Work with the Global Business Development Director to qualify opportunities.
- Develop strong and trusting relationships with key decision-makers and stakeholders within diagnostic organisations across the UK and Ireland, driving them through the sales pipeline through strong stakeholder management.
- Lead the Business Development for X-Lab products in the UK and Ireland, representing the business up to CxO level with new customers.
- Develop quotations and proposals in a timely manner for customers.

- Manage and bring to resolution technical, commercial or contractual issues escalating to the Management Board where applicable.
- Understand the political and organisational structures of target prospects for effective management of influencers and decision makers.
- Grasp the competitor landscape for accurate positioning of X-Lab products and to identify collaboration opportunities in RFP or tender responses.
- Work closely with:
 - The Global Business Development Director and product team to develop prospecting plans that identify where X-Lab solutions can meet Industry needs.
 - Product, informatics and delivery functions to assess value of prospects to the business and overcome technical challenges.
 - The Global Marketing Manager and Customer Success to develop value proposals and successfully execute on campaigns for X-Lab products in the UK and Ireland.

Other responsibilities

- Remain current with industry sector and technology developments.
- Build fruitful relationships with influencers from local, regional and national level health and care organisations, industry bodies and clinical groups.
- Represent X-Lab at UK and Ireland diagnostics and digital health conferences to promote the company's products and services.
- Support with customer awareness in understanding the value of the transition from NPEx to Labgnostic.
- Ensure contacts information, political environments and appropriate data points about prospective customers are captured in CRM.
- Own the reporting function to provide, from CRM system, key information to the Management Board on sales process status and prospect value for the UK and Ireland.
- Travel to prospective customers within the UK and Ireland is expected to be 50%+ when business conditions start to return to normal.

Qualifications and experience

- Must have demonstrable track record of winning new business, developing key customer relationships and selling (preferably, but not essential in the health or diagnostics market).
- A proven closer.
- Excellent communication skills.
- A team player with interpersonal skills, working with technical and delivery teams to ensure seamless new customer journeys.
- An analytical mindset with an eye for detail.
- Able to quickly grasp both business and technical challenges across the sector.
- Energetic, proactive and self-starting is a must.
- Interest and enthusiasm for the health IT sector.
- Fluency in English is essential.
- Must hold a clean UK drivers' licence

How to apply

If you are interested in this role, please email your CV with a covering letter outlining your suitability, to careers@x-labsystems.co.uk by **5th March 2021**.