



Commercial Team

Once in a career opportunity: help improve healthcare for society's most vulnerable.

Oxehealth is a global leader in vision-based patient monitoring and management systems helping clinicians engineer ever better care.

Our Service

Our technology gives teams the clinical insights they require to plan patient care and proactively intervene to help their patients so that they deliver safer, higher quality and more efficient care.

We can compute heart rate and breathing rate totally contact free, by analysing the video from standard digital cameras, with medical grade accuracy. We can also monitor activity and behaviours (such as getting in and out of bed, how long patients have been sleeping and other general activity statuses) to alert clinicians to high risk behaviour and generate care reports, without having to invade privacy.

This enables clinicians to proactively spot risk factors and early warning signs to respond faster to patients in need, monitor patients' physical health and behaviour in bedrooms remotely and make more informed clinical decisions for patients using data from the activity/behaviour report. As one medical director remarked, "Your technology will change the practice of medicine."

Oxehealth is used by mental health nurses looking after dementia patients, psychiatrists treating patients in crisis, care home staff supporting the elderly and prison staff caring for ill prisoners - to name a few of our applications across inpatient and residential care settings.

This year we have been shortlisted for the Nursing Times Awards, HSJ Patient Safety Awards and LaingBuisson Awards - 3 of the most prestigious healthcare awards in the UK.

The BBC featured our technology in use: watch [here](#).

Oxehealth: scaling up

We are growing fast, and now partner with 1 in 3 NHS England mental health trusts, care homes in the UK and Sweden and with customers in acute hospitals, prisons and police. We plan to launch our business in the USA in 2020 and elsewhere in Europe in 2021.

You'll be joining a well-backed UK business at the start of scaling up its operations around the world; these roles don't come around often.

Your role: drive growth in our core UK mental health market

Busy clinicians put our solutions at the heart of doing their jobs. We are experiencing very strong demand for our game-changing solution and are expanding our talented sales team to meet it.

We are looking for a high energy, self-starting and developable person to join the team. The successful candidate will be able to develop sales leads by forming relationships with senior customer leaders and drive leads through to contract signature independently, and working within the broader commercial team. We have a great team who will support you to get started and handle



solution delivery and support, but the successful candidate will be responsible for delivering substantial sales to hit the team's ambitious growth targets.

This person will also be responsible for liaising internally with our Commercial Operations Manager, who manages the install-to-live process with the customer. An integral part of the job is ensuring customer success, with an eye on growing accounts for the long-run. We take great pride in learning from our customers, and hearing how they love our solution and our way of working, therefore maintaining and building existing customer relationships is a key component of your responsibilities.

As part of the commercial team, you will have the opportunity to profoundly influence the future of Oxehealth and learn from a highly experienced Leadership Team.

Your future: springboard for your career

Oxehealth is a home for talented people. This position is fundamental to the business' success in the coming year and is specifically designed to enable the successful candidate to grow their career with Oxehealth.

You: the qualities and experiences we're looking for

To be a success in this role you will be

- Self-starting and goal oriented, seeking satisfaction from signing new customers
 - Love cultivating strong customer loyalty and networks/communities
 - A real people person, able to communicate articulately and comfortably with senior management through to clinicians and nurses, through to IT and Information Governance experts
 - Must be proven at developing relationships at Senior Levels and understanding the psychology of the buying dynamics in the sectors
 - Able to work collaboratively within our company in order to deliver our products and solutions to your customers
 - Hungry to learn
 - A team player, not a prima donna
 - Patient yet perseverant, and know when to push and when to step back
 - Ideally you will have experience working in a start-up or maturing start-up environment •
- Unconditional commitment to success
- Happy to work on the road (UK).

You will have:

- Prior experience in "benefit-led" sales into complex stakeholder environments is a must
- Successful track record of selling new business into the public sector, as well as account development (ideally NHS)

Ideally you will have 1-3 years of relevant experience.

Our offer to you:

This is an opportunity to work with a highly experienced, cross-disciplinary and entrepreneurial team that values your learning and growth. This role could set you up to deliver your potential in a way very few businesses could. Specifically, we'll offer:

- Competitive base salary with uncapped sales bonus
- 25 days of annual leave plus bank holidays

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- Group personal pension plan and life assurance
- Strong growth opportunities (individual and at team's quarterly developmental offsites)
- A personal budget to further your learning and development
- Tuesday lunch, great coffee and snacks
- A flexible working environment - we trust people to manage their time and to focus on results
- Working in a leading healthcare scale-up with an entrepreneurial culture and strong team spirit

If you have the ambition, energy and skills needed to be successful in this role and want to be part of a company that is on a journey which will be world changing, please send your CV and cover letter to jobs@oxehealth.com.