

oxehealth

Insight & Benefits Realisation Associate

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 work with 1 in 3 English 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.

The role

As Insight and Benefits Realisation Associate, you will be the lead representative for Oxehealth in combined Oxehealth and customer project teams to realise the benefits (clinical, operational and financial) that our service has delivered.

With each customer, you will co-create a benefits realisation project plan, align the plan with clinical teams and the project sponsor (i.e. a senior stakeholder such as a Department Director); then coach and support the benefits realisation team to deliver high-quality qualitative and quantitative results. Building strong stakeholder relationships will be key to running a successful project.

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Your work will contribute to the improvement of healthcare for society's elderly and vulnerable – successful projects help us to scale up across our customers. In addition, nurses and doctors will improve the care they provide based on the results of your projects. Often the results from projects are so compelling and well evidenced that they are published as [journals](#) and [reports](#).

You are likely to work with customers in Europe and the USA as Oxehealth expands internationally.

Specific responsibilities include:

- Define projects that will measure the benefits realised by customers due to our service
- Lead the delivery of benefits realisation projects on behalf of the Oxehealth team and coach the customer team to a successful result
- Manage external stakeholders across different functions and levels of each customer's business to get buy-in for a new project and progress within deadlines
- Write up and present project results in collaboration with the customer
- Collaborate with the commercial team to create sales and marketing collateral from the outcomes you have generated

What we're looking for:

- Structured and organised to manage several projects simultaneously
- Work dynamically and flexibly to adapt to customer needs
- Strong stakeholder management ability to build rapport and trust with clinical and mid-senior level management
- Excellent written and oral communication skills
- Understands quantitative and qualitative data analysis methods (you will not need to do data analysis)
- Entrepreneurial spirit and excited to scale up a function within a growing start-up
- Passion for healthcare and our dream

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 salary
- 25 days of annual leave plus bank holidays
- 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.