

CAREER AT G2 SPEECH!

At G2 Speech, we are committed to our people; our customers, employees and partners. Customer experience is at the heart of everything that we do. Our employees and partners are passionate about technology, innovation and growth. We constantly strive to provide excellence in our solutions ensuring ease-of-use, accessibility and above all else quality products that meet the needs of the people we serve.



BUSINESS DEVELOPMENT MANAGER

As a Business Development Manager you will generate new business and new customers within the NHS as well as visiting existing customers to grow and develop the business further. Accountable to: Director of Customer Strategy

THIS COULD BE THE ROLE FOR YOU IF:

- You get a buzz out of working with customers in a consultative sales process and helping people, gives you a good feeling
- You can build long term relationships with people and have a real interest in getting to know your customers
- You are patient, level headed and cool under pressure
- You pay attention to the details and are focussed that nothing falls through the cracks so that you have happy customers
- You can think on your feet, you like learning new things and when things change you can adapt.

SO, WHAT WILL YOU BE ACTUALLY DOING?

Once trained and with the proper guidance and support we want you to manage a regional area for all customer needs. This includes, but not limited to:

- Engaging new customers
- Solution demonstrations
- Growing sales in existing customers
- Assisting with the completion of tender responses.

REQUIRED SKILLSET



- Strong knowledge on providing software solutions to the NHS
- Understanding of how technology-led products are sold and proven track record of selling to the NHS (acute hospitals, departments, community and social care NHS organisations)
- Technical qualifications are a big advantage here and you will need to demonstrate a strong knowledge of our solutions and their application
- You must have a friendly, supportive can-do attitude to our customers, suppliers, partners and colleagues
- Territory management and planning experience in targeting an area
- Strong interpersonal skills in order to communicate and build relationships with all stakeholders within an NHS organisation.

A CAREER AT G2 SPEECH

At G2 Speech you will be working in a newly evolved sales team, where your knowledge and experience will be highly valued. You will receive an induction plan to make sure you understand our systems, processes and solutions. You will have regular catch-ups with your manager, sales team and other teams to ensure you have the right knowledge to perform your role and also to review your own development.



If you think you could be a good fit, we invite you to forward your details to us: info@g2speech.com or get in touch **+44 (0)208 555 9041**.

SPEECHREPORT



Our workflow management, speech recognition and digital dictation solution, 'SpeechReport' has been developed in partnership with healthcare organisations across the UK.

The SpeechReport platform provides a fully automated workflow with advanced speech recognition technology. SpeechReport helps to streamline correspondence processes. The solution allows your organisation to create, correct and manage all of your documentation in one central location.

ABOUT G2 SPEECH

G2 Speech was founded in 1998, since then we have polished and perfected the art of providing digital dictation, speech recognition and workflow management solutions. We successfully provide our products in the UK, Ireland, Belgium and the Netherlands. Within the UK we currently deliver solutions to over 35 major NHS Trusts. Globally we have around 25,000 users accessing our product every day.

At G2 Speech, we believe that dedicated and friendly staff make a real difference in customer service and solution delivery.