

Business Development & Account Manager

Hours: 40 hours per week **Reports to:** Managing Director **Location:** Central London **Start Date:** ASAP

About Oviva

We believe good health starts with nutrition and lifestyle, not medication. Our mission is to help 50 million people lead healthier and happier lives by 2025 by providing the best diet and lifestyle therapy through technology.

Oviva is a technology-enabled healthcare provider founded in 2014 seeking to offer the most accessible, personalised, high-quality care possible to people with health conditions related to diet. Crucially, we embrace technology to overcome the efficiency challenges facing the NHS.

We do this by:

- Creating unique, digitally-enabled treatment programmes for patients, delivered by dietitians supported by a multi-disciplinary team of psychologists, psychological wellbeing practitioners, specialist nurses, activity experts and health coaches.
- Offering patients access to expert advice in a time and place of their choosing, via our smartphone app, online learning portal (with tailored video, audio and written learning content) or over the phone.

Our services are delivered in partnership with the NHS, supporting quality and efficiency improvements. Today we provide NHS services in 57 Clinical Commissioning Groups and were recently selected for the NHS England Digital Diabetes Prevention Programme and the NHS England Innovation Accelerator. Beyond the UK we also operate in Switzerland, Germany, and France, and are backed by Europe's leading venture funds.

We can only deliver all of this with the help of our incredible team. Having a culture that people want to work in is very important to us and we're proud to say 96% of our team would recommend working for Oviva. We do this by keeping our values at the forefront of everything we do, from patient care to internal culture:

- We put the patient first
- We measure & improve
- We tackle it together

The Role

Oviva's Business Development team is responsible for building relationships with NHS commissioners, clinicians and other key stakeholders to help us grow our existing NHS services and win new services.

The Business Development & Account Manager will be responsible for owning relationships and contract growth with existing NHS customers, as well as supporting new sales. They will understand the needs of these customers, and work with them to build compelling business cases for Oviva's digitally-enabled treatment programmes such as Diabetes Support, which you can read more about here: <https://oviva.com/uk/en/diabetes-support/>

A typical day can include attending meetings with NHS commissioners to discuss existing Oviva Diabetes Support (or other programme) contracts, working with our Operations Team to understand existing service delivery challenges/opportunities, and writing business cases/proposals for new contracts.

The role can expand into a leadership opportunity with success, including growing our business development team.

Ideally, candidates will have strong experience of business development for NHS clinical services (especially in diabetes), though if we find someone with the right passion for the role without prior experience we can support their training and development in NHS business development.

Key Responsibilities

- Account management of existing NHS contracts, including building relationships with commissioners, clinicians and other stakeholders, working alongside our Operations and Clinical teams
- Writing of business cases and tender bids for both new contracts and renewals

- To develop a strong understanding of the market, competitors and how NHS policy affects Oviva's strategy, and with experience, taking ownership of specific Oviva treatment programmes, including strategy, pricing and growth
- Supporting our marketing activities, including planning for and attending conferences, and working with key opinion leaders to organize bespoke events.

The Ideal Candidate

- Commercially minded, with a clear understanding and track record of account management and sales
- Proven experience of building business cases and associated pricing models
- Successful bid writing experience
- An excellent communicator and relationship builder, acting as a brand ambassador with all of Oviva's external customers
- You thrive in a busy environment and can multitask and prioritise workload
- Have 2+ years' experience working in business development, ideally within the NHS
- Have a 2:1 University degree or above in any field

Our Offer

- The opportunity to make a meaningful impact in revolutionising healthcare in the UK
- Exciting and rewarding role in high-growth start-up environment
- Training opportunities and regular salary reviews
- Flexible working
- Compensation of £40-50k plus annual bonus
- 25 days holiday (plus bank holidays) with the option of an additional 5 days unpaid leave
- Company pension
- Regular team socials as well as free breakfast & snacks daily in our central London office

To apply, please send your CV & cover letter to Mark Jenkins on mark.jenkins@oviva.com telling us why you'd love to join us at Oviva