

Job

Business Development Manager

The Company

Kemuri is an award-winning company with proven digital technology that delivers safer independent living, more cost-effectively than competitive solutions. Our primary customers are local authorities and housing associations who have a duty of care for their service users or residents, providing 24/7 responder services. We also support families and friends of vulnerable service users who live alone without daily contact with carers.

We are establishing a reputation with two innovative product ranges that can eliminate the costs of installation, home hubs, broadband or land lines. K-Sockets automatically alert risks of immobility, hyperactivity, dehydration, malnutrition and hypothermia. K-Alarms are all wireless; push buttons, fire, fall and flood detectors with 3-5 year battery life that immediately alert hazards in the home. We have ambitious growth plans for leading innovation in the digital transformation before 2025.

The Role

We need a proactive person who is ambitious and expects to grow with the company. We're a start-up where people have to be resourceful and self-sufficient. Your main role is implementing our new marketing strategy – delivering value from low cost digital technology enabled care (TEC). You must be motivated by:

- Developing relationships with existing customers and other TEC suppliers.
- Managing the sales pipeline to increase sales for a fast-growing technology company.
- Managing customer accounts, including quotations, delivery, training, case studies and quality reviews
- Supplying content for social media platforms, encouraging website clicks that lead to sales enquiries.

The Person

We need a 'people' person who understands the needs of both care providers and vulnerable service users. You'll need knowledge of 24/7 alarm response centre operations and their problems with false alerts. You'll empathise with people who want to live independently as long as possible. Your career background will include:

- Selling traditional analogue TEC services, from pre-sales advice to after-sales support.
- Enjoying talking to key stakeholders at events and exhibitions, raising your profile and adding potential customers to your sales pipeline.
- Debating the issues impacting adult social care and housing for vulnerable people, such as the frail and elderly.
- Updating computer information on cloud-based software, preferably on Mac hardware.
- Speaking and writing confidently in plain English.
- Driving in your own car around the UK.

Conditions

Salary: Basic £30,000 to £40,000 (with minimum OTE) per annum

Bonus: Annual sales bonus, depending on company performance.

Reports to: CEO

Contract: 3 months temporary contract prior to permanent contract

Annual Leave: 20 days (plus bank holidays), increasing to 25 days.

Location: Unit 17K Solent House, Lansbury Business Estate, Woking GU21 2EP
with some flexibility to work from home or other locations.

Start Date: As soon as possible.

Application

Email with reasons for wanting to join Kemuri and current CV to Dr Leonard Anderson, leonard@kemuri.co.uk