

## The Company

[Kemuri](#) has developed innovative machine learning technology for helping public sector services to minimise the cost of supporting older people to live Independently. Trials of K-Sockets (multi-sensor IoT power sockets) are progressing in a number of councils and housing associations. In addition, Kemuri is developing a range of low cost sensors with a 5 year battery life that do not require analogue phone lines, broadband or installation of base stations.

## The Role

An additional telecare consultant is needed to help potential customers to plan and deliver improved services for hospital discharge, reablement and wellbeing monitoring.

## Key Tasks

- Identifying customer requirements and managing Proof of Concept (POC) projects.
- Updating the sales pipeline for new sales opportunities
- Quoting for new business and upgrades to existing services.
- Supporting customers with consultancy and training.
- Networking, including organising and attending events with sales potential.
- Developing marketing collateral for the Website, newsletters and events.
- Maintaining the CRM system and administrative records.

## Personal Qualities

- Self-motivation and ambition to grow with the company.
- Enthusiasm for supporting older people living independently with technology enabled care.
- Knowledge of the Care Act 2014 and how it applies to assistive technology.
- Friendly relationship skills for customer care.
- Experience of telecare in local authority, health service, domiciliary care or housing association markets.
- Analytical skills to develop new processes with customers.
- Presentation and spreadsheet skills using Apple Mac software.
- Written communication using Plain English.

## Conditions

- Permanent contract with probationary period. Basic pay and commission to be negotiated.
- Current driving licence and vehicle with insurance for business purposes.
- The main location is Woking, with agreed remote working from home or sales territory.

## Application

Email: Dr Leonard Anderson, [leonard@kemurisense.com](mailto:leonard@kemurisense.com) by Monday, Feb 4th 2019.