

ROLE: International Business Graduate Manager

COMPANY: Eleo Healthcare

About Us

Eleo Healthcare has been developed in partnership with healthcare professionals to ensure organisations always meet regulatory standards through one single, easy to use system. Our vision is to be a world leading software company delivering better healthcare outcomes through intuitive and innovative software, and we're continuously on the lookout for fantastic people to join us on this journey.

The Role

This is a new role at Eleo Healthcare with overall responsibility for Eleo Healthcare's international presence. The successful candidate will work closely with the CEO and the wider senior management team to develop and execute a successful international business strategy in line with agreed business objectives; driving success whilst confidently navigating any complexities of new international markets.

We're looking for someone with experience of doing this in a business of a similar size and position, who can build on our existing business relationships whilst developing new strategic partnerships internationally.

Responsibilities

- Developing and executing an international business strategy aligned to the existing business goals and associated targets.
- Working with wider senior management team to advise and create new business opportunities and develop strategies to capitalise on them.
- Developing strategic business relationships in international markets and further develop existing relationships (Middle East).
- Play a lead role in the identification and development of strategic international partnerships, whilst developing any current relevant channel partnerships and associated agreements.
- New market validation and creation/delivery of go to market strategies.
- Understand the company's and customers' needs in desired markets, as well as the cultural, political and operational challenges with the chosen markets.
- Conducting market research to identify opportunities that meet unmet customer needs.
- Analysing the risk involved in new opportunities and developing appropriate risk management strategies.
- Representing Eleo Healthcare at industry events to promote the business/product.
- Advising senior management regarding best practices in international business operations such as accounting standards, laws, regulations and contract requirements, ensuring best practice at all times.
- Forecasting, reporting and updating the wider business/Board as required.

About You

The essentials:

- Demonstrable experience of successfully creating and executing an international business strategy in a growing business.
- Relevant international sales experience and a track record of exceeding targets.
- Excellent written and verbal communication skills, including public speaking, with an awareness and understanding of different cultural norms/approaches to business.
- Strong leadership skills and effective people management skills.
- Analytical and strategic approach to problem solving.
- Able to work on own initiative, organise and be accountable for own workload.
- Able and willing to travel internationally regularly.

The nice-to-haves:

- Experience working within Health Technology.
- Good understanding of different cultural norms in relation to healthcare services within relevant countries.
- Bachelor's degree in International Business Management, International Studies, Business Management or other similar qualification.

Our Values

At Eleo Healthcare, we are all proud of our values-led, open, supportive and inclusive culture. It's just as important that anyone joining our friendly team share the same values as us, to ensure we're all on the same page from day one, so we're looking for candidates who feel aligned to the following:

- Customer focused with a partnership approach.
- Open, honest and transparent.
- Ethical, trustworthy and caring.

