



3DLP Global Sales Director

About 3D LifePrints and its future

Our work began in designing and providing 3D printed limb prosthetics for amputees in Kenya. It has since grown into providing medical 3D printing products and services for key UK & European hospitals and universities. We partner with clinicians, healthcare providers and academics to identify new applications of 3D technologies and provide a variety of patient specific 3D printed products to reduce operational costs and enhance patient care. The products include anatomical models, surgical guides, implants and simulators specializing in Orthopaedic, Cranio-maxilla facial, Cardiology and Paediatric cases.

3D LifePrints is currently the only company in the UK that offers hospitals the opportunity of setting up an embedded commercial 3D printing facility. Using our embedded services, hospitals experience the dual advantage of avoiding capex investment in the hardware, software and talent necessary to set up a 3D printing facility, while benefitting from having the service immediately available in-house for close working and quick turnaround for best patient outcomes.

Over the last five years, we have developed embedded 3D printing facilities within Alder Hey Hospital, Wrightington Hospital and Nuffield Orthopaedic Centre. More are planned both in the UK and in mainland Europe, with further Hubs to open in the USA.

Can you take us even further?

3DLP is searching for a Global Sales Director to support our expansion plans across the UK and Europe as we move into a high growth stage of the business. We are in the early stages of building our Business Development function and crucially we need an individual capable of creating the solid foundations of a global sales team.

Your leadership would ensure accelerated uptake of 3DLP's innovative products and services across our target markets. Your experience and contacts would help unlock barriers to local market access. Your skill would secure lasting relationships as you help co-create valuable solutions for hospitals (both the NHS and private), their patients, and the wider healthcare economy.

We need someone who can work to strategically understand the UK health sector to gain and maintain optimal market access and commercial funding for our ongoing organic development. Simultaneously, you will be able to lead the creation of our differentiated value proposition, shaping and implementing our solutions to improve current patient health outcomes. Always championing how our offerings add value to the patient population and care pathways, while closing deals that contribute to the financial stability of 3DLP.

Essential responsibilities

- Develop and execute a strategic plan to achieve sales targets and expand our customer base
- Increase company revenue through annual sales targets within assigned territory and accounts
- Develop established and new facilities (ie embedded Hubs) through direct and indirect sales
- Build and maintain strong, long-lasting customer relationships and drive maximum value from them
- Actively seek out and leverage new opportunities for broadening 3DLP's range products and services offerings
- Maintain a deep understanding of, and commercial insight into, the UK and European healthcare economies, policies, and regulations
- Create 3DLP's UK, European and Global Sales team
- Review sales data and refine 3DLP's strategy/tactics accordingly
- Provide effective and actionable sales reporting to the business and Board
- Coordinate with Marketing to help optimize the flow of quality leads
- Contribute to the evolution of 3DLP's brand and lead the positioning of the business to different customer groups
- Understand customer motivation and develop a strategy to overcome barriers to medical 3D printing adoption
- Plan and build out the sales resource to maximise sales and efficiency

Experience/skills

- Experienced in selling medical devices to public and private healthcare organisations
- You have a well-developed network of existing UK (and potentially EU and USA) healthcare contacts
- Your interpersonal, communication and presentation skills are excellent
- You are prepared to travel, predominantly around the UK and Europe
- You can operate and report at a Board level, reporting directly to the CEO
- You have deep knowledge of NHS decision making process, reimbursement codes and funding flow
- You have deep understanding of the health economy structure and workings in the UK/EU

- Your key account management and CRM skills are top level
- You have high level negotiation, facilitation and influencing ability
- Your project management skills can handle national and international projects
- You can effectively analyse data, communicate insight and lead change based on findings
- Not essential, but advantageous, is knowledge of medical 3D printing

Location

This role could be based in a number of locations including Liverpool, Manchester, Oxford and London

As Global Sales Director, and given 3D LifePrints' plans for expansion across the UK and Europe, this role will involve considerable national and international travel.

Salary and benefits

Competitive salary & bonus scheme based on experience

Company laptop and phone

Car allowance

- Car allowance of 45 pence per mile - estimated number of miles is 10,000 / per annum
- Fuel card for business related petrol purchases

Holidays and Sick days

- 21 days per year holiday + public holidays
- Normal sick days as per government guidelines