

Business Development & Sales Manager

Join an exciting travel business providing unique experiences in Africa for medics and nurses. Take a very hands-on lead in reaching new customers, developing their passion and closing sales.

Attractive Salary + Uncapped Bonus + Flexible Working

About the Business

Ours is a unique business that combines boutique travel, education and adventure. Our customers are mostly young nurses, doctors and healthcare students who join us to explore how healthcare is delivered in a different culture.

Our brand new purpose-built lodge in East Africa opens in summer 2024, and is where customers will live and socialise during the program. Inspired by a traditional safari lodge, we've designed it from the ground up to impress everyone who arrives: Magnificent rooms in log cabins set among the trees on our spectacular hilltop site, wild monkeys, firepits, an open-air classroom, yoga deck and wood-fired saunas.

During their time on the program, participants do a mixture of learning through real-world experience in hospitals, immersion in remote tribal villages and health-related volunteering.

Medical Service Learning is our new brand, building on the experience of Director Dave Brown and his core team in Africa delivering once-in-a-lifetime educational travel experiences to over 15,000 students since 2005. The challenges of the Covid-19 pandemic have provided an opportunity to rebuild stronger with a more focussed and premium offering perfectly adapted to the world in 2024.

This is an opportunity to join the team at an early stage of an inspirational new business as we develop the brand, the lodge and the conversation with our customers.

About the Role

You will be one of the first to join the team, and have a clear function within it: To bring in sales.

Our program is carefully designed to meet the very specific needs of a niche market. Once people within that market become aware of what we offer, it's a relatively easy sell; the challenge is to put it in front of a large enough pool of the right potential customers.

One of the core aspects of your role will therefore be to reach that defined target audience with a clear message that catches their attention.

Being a completely new brand, offering a significantly different product to our pre-pandemic business, you will be starting from scratch in many respects; without the things like customer reviews, social media presence and word of mouth referrals that will come as we grow.

You will need creativity, initiative and tremendous drive to work with limited resources and build our sales function from the ground up.

Progression Opportunity

Joining at such an early stage, and positioning yourself as the person who can deliver sales in this very particular market sector, means there is huge potential to grow with the business.

You'll begin in a very hands-on role delivering sales from start to finish yourself. How that role develops will be an ongoing conversation, in which your own preferences will have substantial influence.

Leading the sales function as it evolves and building a team as Sales Director is one obvious potential route.

Ambition is a quality we greatly admire, and success in driving revenue growth of the business will be generously rewarded. Salary, benefits of your choice and equity ownership are all options open for discussion in performance reviews.

About you

To be a great fit for this role, you will be:

- a natural salesperson, driven by the excitement of closing each sale and smashing your targets;
- experienced and confident in handling the whole sales process yourself, from finding and reaching new customers through to securing their payment;
- highly ambitious;
- confident and independent in your work;
- excited about the idea of joining a fast-paced small business and developing our sales function from scratch.

Working Hours & Location

You will have the option to work from our Head Office in Edinburgh, or remotely.

We believe human relationships are enormously important, and this flexibility should not be confused with being mentally distant from the company and our people.

This is a full-time position, but flexible working hours can be agreed on a mutually convenient basis.

Salary & Benefits

Basic starting salary will be competitive and made very attractive by an uncapped bonus scheme based on the sales you deliver.

Flexible hours and working location.

All Apple IT equipment provided for you to be able to work remotely.

33 paid days off per year, including agreed public holidays.



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Application

Important: To apply, you must submit a carefully considered personal covering letter, setting out why you believe you are the best person for this specific role, together with a clear and concise C.V.

Your application must be entirely your own work; please do not use AI assistance, as you will be challenged on your application documents at face-to-face interview.

Applications should be submitted to careers@medicalsevicelearning.com.