



LHEA – Lifelong Health Education Association, owner of Ahed – Advanced Health Education, is recruiting a

BUSINESS DEVELOPER

LHEA is a private association which founders are Nova Medical School, José de Mello Saúde, Associação Nacional das Farmácias, Santa Casa da Misericórdia and Câmara Municipal de Cascais.

The project's mission is to anticipate the future of Health and Health Care and generate knowledge to enable health professionals to excel in their performance benefiting the health of individuals and populations.

LHEA recently launched its first portfolio of courses for 2020 aiming to contribute to the acquisition and development of skills of health professionals.

Function:

To identify business opportunities for Ahed's educational portfolio and to expand contacts with organizational, institutional and individual influencers and clients, maximizing sales of courses among health professionals in the selected target markets

Main responsibilities:

- Understand Ahed business strategy and objectives
- Develop a sales plan, with selling arguments to address Ahed courses sales
- Research the selected markets, identifying organizational, institutional and individual influencers and clients and aiming to find new business opportunities for Ahed's educational offer
- Arrange direct contacts with potential influencers and clients
- Present, explain, discuss and recommend the school's educational offer to influencers and clients in an appealing way, establish enduring partnerships and increasing the client's base
- Develop awareness of the brand and educational offer, extending the business reach
- Develop sales in target territories
- Promote the research and development of new markets, business opportunities and channels to disseminate Ahed's brand and offer



- Suggest promotional materials according to the target markets and entities
- Dialogue with Ahd's team in order to better understand customers' preferences, needs and suggestions.
- Directly increase sales and contribute to the increase of participants in Ahd courses

Minimum Qualifications:

1. Three years of experience in the health and/or educational sectors
2. Experience in business development or sales
3. Outstanding human relations and communications skills
4. Proactivity and autonomy
5. Fluency in English

Additional Desirable Qualifications:

1. Undergraduate degree in management or health sciences (preferred)
2. Familiarity with the health and/or education sectors

Requirements:

- Motivation letter
- Complete Curriculum Vitae
- Two references with email or phone to be contacted

Deadlines:

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| • Submission of applications | January 31 st |
| • Selection and interviews w/ applicants | February 7 th |
| • Final decision | February 14 th |
| • Integration in the position | ASAP (15 th March preferred) |

Applications should be sent to: susana.espadaneira@ahed.pt