

<b>Job Title</b>	Head of Medical
<b>Department /location position based</b>	Jersey / Guernsey Office
<b>Responsible to</b>	Commercial Director
<b>Responsible for</b>	Medical Team – Jersey & Guernsey
<b>Job summary (the overall purpose of the job)</b>	Lead Medical Team

### One partner for all your business needs in the Channel Islands

We supply leading brands and services to the Corporate, Hospitality, Retail and Healthcare sectors. Founded in 1965, with offices in Jersey and Guernsey, Mercury Distribution is a trusted partner in the Channel Islands. With an experienced management team, we are at the forefront of commercial distribution, installation, and support services on the Islands.

Whether it's designing a new commercial kitchen, installing the latest eco-friendly coffee machine or supplying all your cleaning, hygiene & healthcare needs, Mercury is the partner of choice for international brands and local customers.

### Main duties and tasks

- Lead the Jersey / Guernsey Medical team
- Field and office/showroom-based customer relationship & sales role
- Work closely with Suppliers and Key Customers ensuring objectives are achieved
- KPI's & targets to be agreed with the Commercial Director
- Maximising business with existing & new medical customers
- New business generation
- To be the face of Mercury Medical and the "go to" person within the Mercury Medical department for all things medical and health related
- Expand product offering to maximise potential and increase basket spend of existing customers
- Ensure assessments for daily living aids such as mobility hoists & slings, profiling beds, access ramps, specialist furniture and medical chairs along with a range of other products.
- Work closely with Tissue Viability to ensure the correct pressure relieving products are supplied to their patients.
- Develop a plan for recruitment and retention of new customers.
- To become the "middle ground" between the customer and the sales. The role is one of a very supportive nature and you will be working closely with the OT's, care sector and the health care sector in general in order to raise awareness of Mercury's medical range.
- To continually review the range of products offered to ensure that Mercury remains at the forefront of the local supply chain. This work to be done in conjunction with the care network needs.
- Undergo training sessions with major suppliers of regular moving equipment.

### Reporting

- Reports to Directors
- Colleagues: Account Managers, Showroom, Customer Service & Office Admin

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A great opportunity for a role in a fast-moving, growing local trading business. You will be the Head of f Mercury Medical in the Channel Islands. You will report to the Commercial Director, and you will have a close working relationship Sales, Purchasing & Operations. Prior knowledge of healthcare products and daily living aids is an advantage. You should have a working knowledge of Excel and Word and other Microsoft products.

This is a great opportunity for someone with health sector skills wishing to apply them to a sales and account management-based role within a strong local business.