

Cardihab Business Development Manager

If you are an experienced and results oriented sales professional that wants to be part of a growing digital health start-up that is tackling the largest health area – Cardiovascular disease – then this role is for you.

Cardihab provides a digital health solution that significantly improves access to life changing cardiac rehabilitation and chronic care programs for people recovering from cardiac events and/or managing cardiac disease. What you do in this role directly contributes to patient outcomes and quality of life improvements, the company's success and to the way digital healthcare is adopted across Australia.

What is the job vacancy?

As a Business Development Manager **based in Victoria but with a National remit**, you will be part of a growing team that is transforming the way cardiac rehabilitation and chronic CVD management is delivered. Our pioneering digital health model is setting the new standard of care for digital health across Australia and this role is key to this transformation.

As a Business Development Manager, you will be responsible for:

- driving and growing sales revenue across Australia, by creating new business opportunities and from existing relationships with cardiologists and cardiac rehabilitation providers
- managing key stakeholder relationships within public and private hospitals and buying groups including private health insurers
- working with a dedicated team of software engineers and clinical implementation specialists to help grow the adoption of our digital model of care
- excellence in customer service to build strong customer loyalty and positive customer experiences

Are you the ideal applicant?

This is a senior healthcare sales position ideal for:

- a highly experienced pharmaceutical or medical device sales representative with experience selling to cardiologists within the public and private hospital setting and a proven track record of results
- a driven healthcare salesperson with the ability to manage national accounts and create new business opportunities across Australia
- an optimistic person who is excited by finding new opportunities, closing the sale, and deliver high standards of service to your customers.

Why Cardihab?

We are a pioneering digital health company disrupting the healthcare system. Combining science and innovation with technology and patient care, giving you an opportunity to be part of something that is not only a game-changer in patient care but also an entrepreneurial journey of rapid growth.

Next steps

If you are interested in applying, please send your CV and cover letter to Helen Souris, the CEO via Helen.Souris@cardihab.com with “**Business Development Manager Application**” in the email subject title.