



Quoro Medical Opportunity: Chief Commercial Officer

Quoro Medical is a digital health company using innovative technologies and analytics to deliver affordable, high-quality healthcare in emerging markets. We combine cutting-edge technologies with a strong personal touch to deliver unique healthcare solutions for our customers. At Quoro Medical we are re-imagining the future of healthcare, saving lives and enhancing patient care. And since the coronavirus crisis, the need for our service is more urgent than ever. If you are looking for an opportunity to do essential work, on a unique problem, alongside great people, we invite you to join us.

Job Brief:

We are currently hiring a Chief Commercial Officer to lead our Sales & Business Development function with the purpose of helping the company achieve its revenue targets and strategic goals. Working directly with the CEO, you will take ownership of boosting, integrating & aligning all marketing, sales, and business development activities. You will be in the lead of all initiatives and strategies to maximise business revenue streams. In this position, you will be the essential driver to successfully scale the business towards becoming the go-to partner and provider of choice for medical schemes, hospitals, doctors, and patients in South Africa and around the world.

Reports to: CEO

Main Responsibilities:

- You will work closely with the CEO and be responsible for developing commercial and business development strategies that are optimized for both short-term results and long-term strategy.
- You will be responsible for delivering the company's quarterly and annual revenue targets, working closely with the CEO
- Creating accountability within the company by developing appropriate metrics and coordinating compensation and promotions with these metrics
- Defining sales objectives and driving the team to achieve targets
- Managing complex campaigns with long sales cycles into large players in the health sector
- Generating and qualifying new leads and using different approaches to penetrate prospective customers
- Building a high performing sales team to execute end to end sales including outreach, pitching, getting alignment, negotiation, closing deals and implementation
- Ensuring a robust after sales process to deliver strong customer engagement
- Ensuring timely recognition and reward for top achievers and implement performance management actions when needed

- Building strong and collaborative relationships with other internal stakeholders
- Monitoring market trends and providing regular competitor analysis
- Helping to develop strategies for the company to expand beyond South Africa

Key Requirements:

- You have a degree in Business Administration or related field
- You have strong track record of success in a senior commercial leadership role including prior experience as a Chief Commercial Officer/ Head of Sale & Marketing/ Director of Sales
- You have successfully built, scaled, and led high performing sales teams
- You have a strong experience with consultative sales and possess the ability to prospect and manage senior level relationships
- You are highly goal oriented and possess excellent interpersonal & communication skills
- You are a strategic thinker & problem solver with the ability to be hands-on

Personality traits:

- Excellent interpersonal skills
- Enthusiastic and energetic
- Results and numbers-driven, factual
- Analytical
- Comfortable with the continuous pressure of new sales targets
- Relentless focus on successfully achieving revenue targets
- The right balance of a go-getter and commercial strategist, being goal-driven and improving sustainable results while at the same time working into a long-term strategy for expanding into new markets and opportunities
- An entrepreneurial mindset that enjoys the pace of a scale-up
- Strong influencing and management skills while simultaneously demonstrating the attributes of collaboration, team building, and participative decision making
- Resilient; remains calm and deliberate under any circumstance
- Passionate about data and healthcare

This is an excellent opportunity to join a fast-growing start-up, really make a difference in the company's trajectory, and grow professionally whilst transforming healthcare.

As a senior leadership role within the company, the CCO may be eligible for direct ownership in the business through our ESOP.

If this is something you may be interested in, please send a copy of your CV and a short paragraph to info@quromedical.co.za with the title of Chief Commercial Officer.