

# Prospect Health; Helping new businesses establish themselves via great recruitment

## Can you spot our Territory Sales Manager (Pain Management)?



### Candidate Attributes:

- ✓ 14 years in medical device sales with 3 businesses
- ✓ Highly established networks with good access to the South East England, Home Counties and London territory
- ✓ The capability to deliver £200,000 of new business in first 9 months

**Did you spot him?** We certainly did - learn how we expertly tracked down the best Territory Sales Manager for one of our clients.



Having a brand ambassador that can inform the market about your up and coming business is essential, it simply isn't possible to portray that message unless you have a significant marketing department and proactive team of people engaging the market.



# How we helped

Our client find a TSM (Pain Management) in the South East England.

Building business in the NHS market is tough, especially when you are a new business competing against highly established blue chip brands who are known throughout the healthcare market. You have to be dynamic, resilient, creative and well connected to establish success quickly.

## The brief

- Direct experience in the medical device market of at least 5 years
- Established network of key contacts within NHS and Private hospital network
- Ideal exposure in pain management
- Autonomous, driven, self-starter who can hit the ground running and deliver quickly



### National Sales Manager

The service and results that Prospect Health are able to deliver has significantly helped us identify the right talent and continue to grow within a challenging market.

**We placed 1 candidate with 14 years in medical device sales with 3 businesses. Our candidate has delivered £200,000 of new business in first 9 months of service with the business.**

Finding these skills, experience, established networks can be an extensive timely process, knowing the 'go to' candidates who can deliver and are dynamic enough to work in such an environment is difficulty, unless you know where to look!

A total of

# 104 key targets identified

from an initial 943 on our network within the South East England, Home Counties, London area.

**81** Candidates screened, interviewed and evaluated against our client needs

**3** High quality candidates were introduced to the client and were invited to 1<sup>st</sup> stage interview

**2** Made it to final interview after a four stage client process