

Business Development Manager

Job Title: Business Development Manager (Healthcare Sector - Capital Sales & Managed Rental)

Location: Leinster region - Field based (**Excluding Louth and Meath)

Company

Advanced Seating, in partnership with Seating Matters and including its Posicare division, is offering an exciting opportunity to join a team dedicated to advancing patient care through innovative seating and hygiene solutions. Working closely with the award-winning clinical seating manufacturer Seating Matters and Posicare, Advanced Seating is renowned for exceptional customer service and a comprehensive range of care products that help caregivers enhance patient wellbeing with high-quality therapeutic seating and hygiene equipment.

The Role

To lead our continued growth across the Leinster region, we are seeking an experienced Business Development Manager to drive high-value capital equipment sales and managed rental services within the healthcare sector. This is a senior, field-based role focused on winning and managing significant contracts with hospitals and large nursing home groups, offering flexible equipment solutions tailored to their clinical and budgetary needs.

You will take ownership of the full sales cycle, from identifying and developing new opportunities through to negotiating and signing multi-year service contracts. Building on Advanced Seating's established managed rental offering, you will further develop this flexible solution across hospital and nursing home environments, positioning it as a compelling alternative to traditional capital purchase. Your work will directly contribute to improving patient outcomes while strengthening our commercial presence and reputation across the Irish healthcare market.

Key Responsibilities

- Identify, develop and convert high-value business opportunities within key medical accounts, including hospitals and large healthcare groups across the Leinster region
- Promote and grow Advanced Seating's established managed rental services as a flexible, budget-friendly solution for hospitals and nursing homes
- Build and maintain strong, long-term relationships with procurement teams, hospital directors, clinical leads and key decision-makers across the sector
- Manage the full sales cycle from first contact through to negotiating and signing multi-year service contracts

- Prepare and present compelling commercial proposals and complex tender responses
- Consistently achieve or exceed agreed sales targets, effectively managing your pipeline and territory activity
- Maintain an up-to-date understanding of client needs, market trends and developments within the Irish healthcare system, particularly the HSE
- Collaborate closely with internal clinical, operations and customer service teams to ensure a seamless experience from initial enquiry through to installation and aftercare
- Provide structured feedback from the field to support product development, marketing activity and wider business growth initiatives

Essential Criteria

- Proven background in medical device, healthcare or clinical sales, ideally with experience of capital equipment and/or contract rental
- Strong understanding of hospital procurement, operational budgets and rental frameworks
- Demonstrated track record of winning and managing high-value, multi-year service contracts
- Strong financial acumen, negotiation skills and the ability to sell service contracts and complex commercial solutions
- Strong understanding of the Irish healthcare system, with knowledge of HSE structures
- Excellent communication and interpersonal skills, with the ability to engage a wide range of healthcare professionals and decision-makers
- Strong networking and relationship-building skills across clinical and commercial environments
- Self-motivated and capable of working independently in a field-based role, while collaborating effectively with internal teams
- Full, clean Irish driving licence and willingness to travel throughout the Leinster region

Desirable Criteria

- Experience with therapeutic seating, mobility, or bathing/hygiene equipment
- Experience selling into hospital environments or engaging with hospital-based healthcare professionals
- Established relationships within HSE or private healthcare providers
- Experience of managed equipment rental or leasing models within healthcare
- Proficiency in Microsoft Office and general CRM systems

What we offer:

- Competitive salary based on experience
- Commission and performance-based incentives
- Company vehicle and travel expenses
- Ongoing training and development

- Supportive, experienced team environment
- Opportunity to work with leading-edge healthcare products

Advanced Seating & Seating Matters DNA

We are Driven by Growth, Never Give Up, and have a Servant's Heart. These core values are integral to our success and shape everything we do. They ensure that we continuously strive for improvement, persist through challenges, and prioritise the needs of our customers and team members.

Joining us means embodying these values and contributing to a positive, dynamic work environment.

This is a fantastic opportunity for an experienced sales professional passionate about healthcare who wants to make a meaningful difference. If you're ready to take the next step in your career with a company that values quality, integrity, and impact, we'd love to hear from you.

To apply for the above role please email your CV with a short cover letter to careers@seatingmatters.com