



Positions Vacant

Business Development Manager – Australia

Synapse Medical Services, an international healthcare administration company, is looking to expand its Business Development team with the addition of a highly motivated Business Development Manager.

This role will be based in Australia with national travel required to support the growth forecast for the company in 2018 and beyond.

Synapse is a market leading company, with 120 staff globally, who focus their efforts primarily in the clinical coding, medical billing, healthcare education and consulting arenas. The group, having grown year on year since inception, now boasts offices in Australia, India and the United Arab Emirates.

The services provided are linked to healthcare administration and cutting edge technology. An example being the first of its kind medical billing app/rules engine that the company has introduced to the Australian market.

New services and new opportunities are expected in the coming months and therefore an ambitious, conscientious and knowledgeable individual is needed to join the team.

The plans are very exciting and the Business Development team is expected to assist the company with acquiring new customers, sell additional products to existing customers and become an invaluable contact for company connections.

This role will involve liaising with hospitals, health professionals and associated management positions. The chosen Business Development Manager will report directly to the Business Development Director and could be required on alternative company projects, such as supporting the international offices, as and when necessary.

The Business Development Manager will be involved in an exciting mix of field based work, company strategy and written submissions such as appropriate tenders.

Essential Criteria

- Willing to travel Australia pursuing leads/business in the main areas of the company service.
- This role will have a working from home element and frequent trips to the Synapse HQ in Sydney.
- Confident in taking new products and services to the healthcare market.
- Comfortable working individually and self-motivated.
- Excellent communication and IT skills.
- Ability to get on with people at all levels.
- Ability to stay calm under pressure and keep to deadlines.
- Willingness to learn.

Preferable Criteria

- Business Development or Sales background.
- Contacts within the Australian Healthcare system.
- Knowledge of Australian health system is preferable but not a pre-requisite.

Synapse is a leading player in the field of international healthcare administration and is looking for someone who meets with the company ethos of being a team player, tenacious and excited by big challenges.

Our staff is a cultural mix of backgrounds all pulling in the same direction to enhance the health jurisdictions that we work in. If this sounds like something you could be excited about then we would love to hear from you.

Salary will be dependent on experience and can be discussed at interview stage. Kindly review our website for more details about us: www.synapsemedical.com.au

**If interested please submit your CV to:
thom.soutter@synapsemedical.com.au**

Further details can be provided on request.
Applications close Friday 8th December 2017.