

## Better2Know Job Description and Person Specification

Job Title:	Business Development Executive
Reporting To:	Business Development Manager
Hours:	Full time Monday to Friday
Location:	Morecambe, Lancashire

### Overview

Better2Know is the world's leading private provider of Sexual Health testing services. We offer patients fast, confidential and anonymous testing and results across the UK, Ireland and Internationally. We are the GP Bullhound's fastest growing e-commerce company in Lancaster. We are entering an exciting period of growth. We are looking for an innovative person to assist us in developing the Better2Know business.

This position is responsible for helping the Business Development Manager in developing the UK and Irish businesses by expanding our service offering. We would love to hear from you if you have wider skills and ambitions.

### Job Description

- Develop the business in existing territories by finding new locations and routes to market
- Develop the patient pathway for all new services
- Develop and manage relationships with new and existing Better2Know Providers
- Training the Patient Services Team in the new services to enable them to sell services to patients
- Answering patient services team queries on new service
- Improve the Patient results reporting web area
- Suggesting improvements to tests, services and systems

### Person Specification

The ideal person will have

- An undergraduate degree in Bioscience or related discipline
- Excellent IT skills e.g. word, excel, internet
- Excellent written and spoken English
- Good organisational skills
- Ability to get stuff done
- Willingness to learn about Diagnostic Testing including Sexual Health
- Excellent attention to detail
- Enthusiasm about new challenges

The successful person may have:

- Excellent written and spoken foreign language skills (European, Arabic, Asian or African)
- Project Management Qualifications
- Experience of working in Diagnostics

### NO AGENCIES PLEASE

*Better2Know reserves the right to make reasonable changes to any of your terms and conditions of employment including but not limited to your hours of work, place of work and duties.*

*This document is not a contract of employment.*