



Business Development Manager (Healthcare)

Location: Flexible / Hybrid (in London office one day per week)

Start date: 6th October (can be flexible)

Role type: Interim contractor (3-6 months, potential to extend)

Salary: £200 - £250 / per day (average 2 days per week) potential for performance related bonus.

About DemDx

DemDx is a clinical AI company that helps healthcare professionals make faster, safer decisions. Our platform supports clinicians across primary and secondary care with symptom assessment, triage, and decision support tools. We work with NHS trusts, pharmacies and private healthcare providers health to improve patient outcomes and reduce clinical risk.

We're a small, agile team and we're looking for our first dedicated sales hire to help us grow.

The Role

As our **Business Development Manager**, you will own the end-to-end sales and marketing process: building outreach awareness and pipeline, reaching out to new clients, running demos, and closing deals. You'll be the outward-facing voice of DemDx, representing us on social media, at conferences, with clients, and in industry networks. We're looking for someone proactive, commercially minded, and confident in healthcare conversations. You'll work closely with our senior leadership team, clinical and product team to refine our messaging, ensure you're equipped with the right knowledge, and feed back what you're hearing from the market and users.

Key Responsibilities

- Identify and engage potential clients
- Conduct outreach (calls, emails, LinkedIn, events) to build and maintain a healthy sales pipeline.
- Represent DemDx at conferences, webinars, and industry events.
- Deliver compelling product pitches and demos (with clinical support as needed).
- Develop relationships with key stakeholders and decision makers.
- Manage CRM to ensure all leads, opportunities, and follow-ups are tracked.
- Create follow-up materials and campaigns support pipeline development.

- Close deals and meet agreed sales targets.
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Essential criteria

- Previous experience in sales and marketing or clinical background with strong commercial skills.
 - Excellent communicator - confident with presentations, cold calls, and networking.
 - Commercial mindset who is target-driven, proactive, and resilient in building relationships.
 - Able to learn DemDx products in depth, handle FAQs, and speak credibly to healthcare professionals.
 - Strong pipeline management, follow-ups, and reporting discipline.
 - Comfortable working in a startup/scale-up environment where you need to be adaptable to support the wider team.
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Desirable

- Experience selling SaaS into healthcare systems.
 - Existing relationships in pharmacy, NHS, or medical education sectors.
 - Ability to drive and support marketing activities (case studies, webinars, thought leadership).
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What We Offer

- Flexible / Hybrid (in London office one day per week)
 - Interim contract (3-6 months, potential to extend)
 - £200 - £250 / per day (average 2 days per week) potential for performance related bonus.
 - Opportunity to shape the commercial function of a fast-growing clinical AI company.
 - Exposure to cutting-edge healthtech innovation.
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How to Apply

Please send your CV and a short cover letter to info@demdx.com