



## Clinical & Business Development Manager

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

**Start date:** 6th October (flexible)

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

**Rate:** £220–£280 per day (4 days per week) + potential 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 partner with health systems, universities, and industry leaders to improve patient outcomes and reduce clinical risk.

We're a small, agile team building our commercial and clinical leadership capacity — and we're looking for a clinician who can bridge both worlds.

### The Role

As **Clinical & Business Development Manager**, you will sit at the intersection of our commercial growth and clinical integrity. You'll lead outreach to new clients, build partnerships, and close deals, while also ensuring our platform remains clinically safe, credible, and effective. This dual role requires someone equally confident in the business development and in clinical governance meetings — someone who can pitch to healthcare professionals in the morning and review clinical content updates in the afternoon.

You will work closely with our senior leadership, product, and clinical teams to shape strategy, maintain clinical safety, strengthen adoption, and ensure market feedback directly informs our roadmap.

### Key Responsibilities

#### Business Development & Commercial Growth

- Identify and engage potential clients across healthcare.
- Conduct outreach (calls, emails, LinkedIn, conferences) to build and maintain a healthy sales pipeline.
- Represent DemDx at events, webinars, and industry forums.

- Deliver compelling product pitches and demos, bringing clinical credibility to the conversation.
- Manage CRM and ensure pipeline discipline, reporting progress regularly.
- Support development of marketing campaigns, case studies, and thought leadership content.
- Close deals and achieve agreed sales targets.

#### Clinical Leadership & Governance

- Oversee clinical governance processes in collaboration with the Chief Medical Officer.
- Ensure all content updates meet safety and compliance standards. • Maintain governance documentation, release notes, and QA checks. • Lead onboarding and training for new clients, delivering sessions and supporting adoption.
- Provide clinical expertise in customer success activities, including support and troubleshooting.
- Contribute clinical perspective to outbound communications, demos, and campaigns.

#### Essential:

- Clinically trained (doctor, nurse, or pharmacist) **with health tech/commercial/business development experience.**
- Confident communicator
- Proven track record in sales, partnerships, or business development within healthcare.
- Experience in digital health,
- Confident in managing clinical governance processes
- Able to balance commercial growth targets with clinical safety and user trust.
- Organised, proactive, and adaptable to startup/scale-up environments.

#### Desirable:

- Experience selling SaaS into healthcare systems.
- Existing networks in NHS or pharmacy
- Familiarity with CRM systems and customer support tools.
- Ability to contribute to marketing (email campaigns, webinars, thought leadership).

#### What We Offer

- Flexible / Hybrid working (London office one day per week).
- Interim contract (3–6 months, with potential to extend).

- £220–£280 per day (4 days per week) + potential performance-related bonus.
- Opportunity to shape both the commercial and clinical direction of a cutting edge AI health tech company.
- Exposure to high-impact healthcare innovation.

**How to Apply**

Please send your CV and a short statement of interest to [info@demdx.com](mailto:info@demdx.com)