

AJM Healthcare

Role: Field Advisor

Salary: Dependant on experience

AJM Healthcare is a long-established provider of Wheelchair & Community Equipment Services to the NHS and Private Sector. We have nearly 35 years' experience in these sectors and see ourselves as market leaders and innovators in particularly integrated Wheelchair Services, helping increase independence, choice, and the very best Service User outcomes. Our team provide a genuine caring, user-centric, and holistic approach that is tailored to each individual, who's needs vary significantly.

The role:

We are looking for a Field Advisor to join our Clinical Commercial Services (CCS) department and to be based at our Corporate Office in Milton Keynes. This role is to provide technical support services to service users, internal staff, clinicians, RE's, admin, FSE and service managers as well as all external stakeholders in the wider community and actively engage with them to promote our range of services.

This role forms a key part of the business and will report to the National Personal Wheelchair Budget Manager and will have close links the Commercial Sales Manager and the Service Operations Manager's. The purpose of the role is maximising client choice and control through effective use of Personal Wheelchair Budget (PWB), formerly the NHS Voucher Scheme and through commercial non-NHS sales. This role will support internal service managers, clinicians, admin, customer service and FSE to drive the PWB understanding and drive uptake of PWB solutions provided by AJM Healthcare as well as the overall commercial sales.

The role will also require external engagement with service users and their families, funding sources such as Employers, DWP, Charities, Education, Local Authorities, Health Trusts and CCG's. The role will also require you to identify new sales opportunities, helping to provide the sale of private equipment and wheelchairs within the healthcare industry to private individuals as well as business to business. The role will require close working with the National PWB manager to maximise sales target achievement.

Please note: As this role will include working within a CQC registered care home, it is a legal requirement that all staff are fully Covid-19 vaccinated unless they have a medical exemption. Evidence of vaccinations or medical exemption letter will be required.

Who we are looking for:

Ideally you should hold an honors degree in engineering/applied science or equivalent and have demonstrable experience and proven knowledge in the industry or within healthcare. In addition to your qualifications and experience in engineering, you will need a sympathetic approach to patients and be able to work within a multi-disciplinary team. Excellent interpersonal skills and the ability to deal empathetically with service users, relatives and carers are paramount in this position, and you will receive professional guidance from the Clinical teams across the company.

What we offer you:

- A competitive salary commensurate with qualifications and experience.
- Company pension contributions.
- Company vehicle
- Industry specific awareness training.
- Free on-site parking.
- 30 days holiday inclusive of bank holidays and a day off for your birthday.
- Full training is provided with further opportunities to move in the company for the right candidate.
- A chance to work with a growing, public sector linked business, with an opportunity to enhance your own career over time.
- Blue Light Discount Card

This position is working in a regulated environment and will therefore be subject to an enhanced DBS disclosure check. Cost will be covered by the Company.

Proud Member of the Disability Confident Employer Scheme.

AJM Healthcare is an equal opportunities employer who does not discriminate based on race, gender, religion, marital status, age, physical or mental disabilities, medical condition. AJM will generally offer an interview to any applicant that declares they have a disability and meets the minimum criteria for the job as defined by the employer. Please note, during certain high volume recruitment times, AJM may wish to limit the overall number of interviews offered to both disabled people and non-disabled people.