



health-tourism^{©2017}

Key Account Manager - Madrid

(KAM#2-Madrid-Apr18)

Find Global Care LTD. owns and operates <https://www.health-tourism.com/> a trusted online marketplace for Medical Tourism. The platform provides a funnel whereby patients from an origin country seeking medical procedures can seamlessly connect to the relevant hospital to perform a particular procedure in the destination country. Find Global Care Ltd. is connected with 400+ medical centers in 30+ countries.

We are seeking a full-time Key Account Manager based in **Madrid** to be responsible for the support of identified Spanish Key Accounts. Reporting to the head of Sales, the Key Account Manager will have primary responsibility for delivering revenue from Key Accounts, Key Account conversion optimization, data analysis & patient follow-up.

Job Description:

1. Interface directly with Key Account personnel at the Providers to maximize patient conversion through establishment and teaching of conversion best practices, patient follow-up and profile optimization
2. Support identified accounts with profile analysis and optimization
3. Support identified accounts with detailed inquiry analysis
4. Follow-up on Patient Inquiries to qualify & optimize conversion prospects
5. Reporting on sales activity and forecast to senior management.
6. Consistently monitoring the sales activity of the market and track the results.
7. Understand and communicate with Management how Health-Tourism.com can improve our services to patients and clients

Required Skills:

1. Excellent communication skills with multi-lingual ability desired (Fluent Spanish and English is a must)
2. Goal driven self-starter with the ability to take direction and initiate action
3. Detail orientated, outgoing personality
4. Must work well in fluid work environments and be able to multi-task effectively
5. Ability to analyze and draw conclusions from data
6. Medical Tourism experience or familiarity a definite plus
7. International Patient Relations experience a plus
8. Background or familiarity with web based or cloud services also a plus

Travel Requirements: Ability to travel overnight throughout Spain to Key Account locations

Compensation: Salary commensurate with experience and bonus

Please send your CV to: hr@health-tourism.com

Please state job post: KAM#2-Madrid-Apr18