

## Sales Development Executive

**Job Title:** Sales Development Executive

**Reports to:** Commercial Operations Manager

**Location:** UK - Field-Based in East Anglia

**Closing Date:** 19<sup>th</sup> August 2025

### Welcome to Seating Matters

This is an exciting opportunity to join the award-winning Seating Matters team. Seating Matters design and manufacture clinical, therapeutic seating for patients and caregivers, selling our products throughout the UK & Ireland, Europe, Australia, New Zealand, Canada and the US. As a company, we are passionate about the continuous improvement of our product, our processes and most importantly our people. This is a great chance to join a fast moving, global company whose products are helping change lives all over the world.

### The Role

To expand our UK market presence, we have an exciting opportunity for a Sales Development Executive. The successful candidate will work independently within their assigned territory, while also collaborating with our Commercial Operations Manager and the wider UK Sales Team. This role involves independently building and maintaining relationships with healthcare professionals, demonstrating our products, and achieving individual sales targets. The successful candidate will contribute to the overall team performance while managing their own portfolio of clients and prospects across their region.

### Criteria and Requirements

- A passion for improving patient outcomes
- Proven track record in sales, preferably in the healthcare industry
- Good knowledge of the UK healthcare market
- Excellent communication and interpersonal skills
- Ability to deliver compelling product demonstrations and presentations
- Strong networking skills and ability to develop new contacts
- Understanding of healthcare procurement processes
- Team player with ability to collaborate with colleagues and peers
- Self-motivated and capable of working both autonomously and as part of a team
- Responsible for meeting sales targets and contributing to pipeline development
- UK based with ability to travel extensively within their assigned territory
- Proficient in MS Office and CRM systems
- Customer-centric approach

**Essential**

- Healthcare industry experience (medical device sales experience desirable)
- Proven sales experience with demonstrable success
- Valid UK driving license

**Package**

A competitive package will be available to reflect candidate experience and performance. This package includes a base salary, commission structure, and benefits.

This role will be field-based with regular travel to UK clients. Initial training and induction will take place at our Limavady, Northern Ireland, Global HQ.

To apply for the above role please email your CV with a short cover letter to [careers@seatingmatters.com](mailto:careers@seatingmatters.com)