

Business Development Manager

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Company: Sound Mind Health Partners

Location: Gwarinpa

Category: other-general

- Identify and pursue new business opportunities to expand hospital services and reach new markets.
- Develop and implement strategic business plans to achieve growth targets and revenue objectives.
- Build and maintain strong relationships with physicians, healthcare providers, insurance companies, schools and other key stakeholders to promote hospital services and collaborations.
- Lead negotiations and contract development with business partners, ensuring favorable terms for the hospital.
- Conduct market research and analysis to identify trends, competitive landscape, and potential opportunities for growth.
- Collaborate with doctors and psychologists to support business development efforts and ensure alignment with overall hospital objectives.
- Develop marketing strategies and promotional campaigns to increase awareness of hospital services and attract new patients both physically and via social media.
- Prepare and deliver presentations to prospective clients, partners, and stakeholders to showcase hospital capabilities and offerings.
- Monitor industry trends and regulatory developments affecting healthcare business development, adapting strategies accordingly.
- Track and analyze business development performance metrics, preparing regular reports for management.

- Take up other responsibilities assigned to you from time to time

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