



WE ARE LOOKING FOR INTERNATIONAL SALES CONSULTANTS!

QUALIFICATIONS AND JOB DESCRIPTION

Longevita, headquartered in London UK and listed on The Sunday Times among Britain's Top 100 fastest growing companies, is a medical tourism group that offers hair transplant, plastic surgery, cosmetic dentistry in London UK and Istanbul Turkey. Longevita is looking to expand its Turkey based sales team in line with business growth.

JOB DESCRIPTION

- Conduct inbound and outbound calls to prospective patients seeking cosmetic procedures in London UK or Istanbul Turkey
- Respond to patient enquiries by email, phone or instant messaging and quote treatment plans in liaison with surgeons
- Provide information on medical procedures, qualifications of surgeons, credentials of clinics/hospitals and promote the benefits of arranging medical treatments with Longevita
- Arrange phone/video consultation appointments with doctors and assist patients with the interpretation/translation during consultations
- Perform regular follow-ups and price negotiations to convert leads into sales
- Contribute to the patient loyalty program by constructing a portfolio of satisfied treated patients, retaining relationships and winning their referrals

REQUIREMENTS

- Degree from Tourism administration, English translation and interpretation, English or American language and literature, International Relations, School of nursing or medical related academic programmes taught in English
- Fluency in formal written and spoken English, additional Western European language is a plus
- Minimum of 2 years sales experience in a customer facing role with a proven track record, preferably in a healthcare services environment
- Organisational skills, multi tasking expertise, interpersonal skills, communication skills, self motivation, persistency and performance under pressure
- Flexibility in working hours and days including weekends when required
- Prior experience with CRM software is a plus

BENEFITS

- Base salary and performance linked bonus
- Private health insurance
- Apple iPhone, laptop computer, meal card
- Minimum two professional trainings every year
- Rotation opportunity across different roles and offices
- Company sponsored holiday to exotic destinations on meeting targets every year

To apply please send your CV to talent@longevita.co.uk

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