

RED.HEALTH (Stanplus Technologies)

Hospital Relationship Manager (Hospital Sales)

Job Profile Details	
Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Bangalore, Delhi/NCR, Lucknow, Indore, Kanpur, Navi Mumbai
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Healthcare Services
CTC	INR 350000
Category	Level 2 - General
Description	<p>Company Overview: RED.HEALTH is a leading emergency response company that operates across India. With a presence in over 550 cities, we provide a range of healthcare solutions to make emergency care accessible for everyone. With a fleet of 5000+ ambulances and more than 200 hospital partners, we provide assistance to over 150 enterprises for emergency care & health services in the country. We have national tie-ups with Apollo, Care, Narayana Health, Manipal, KIIMS, AIG & Sterling hospital & some of our key clients are PepsiCo, Amazon, American Express, Microsoft, Goldman Sachs, Deutsche Bank, Flipkart, Capgemini & DRL. Our journey started in 2016 as StanPlus, a comprehensive emergency response company. Transformed to RED.HEALTH today we are a one-stop solution catering to the Healthcare needs of our country. We have exponentially enhanced our capabilities by adding new verticals. These verticals include RED Ambulances, RED Academy, RED Air Guardian, Asth.RED, Hospital & Customized Enterprise Solutions, RED Priority Clinics, RED Assist, and RED Edge. Each vertical is designed to provide specialized services and solutions covering A to Z healthcare needs & emergency situations. The company's commitment to quality care and accessibility is reflected in its core values: Empathy, Speed, Reliability, and frugality. Our vision is to be the go-to resource for emergency care in India, and we are already making a significant impact in the industry.</p> <p>Job Summary: As a Relationship Manager for Hospital Sales, you will play a critical role in our organization's</p>

mission to provide emergency medical services to hospitals. In this position, you will be stationed within a hospital and will be responsible for engaging with patients and their families to promote and secure the adoption of our medical and ambulance services. This is a dynamic and sales-oriented role, requiring excellent communication and relationship-building skills. You will work closely with hospital staff, fostering positive relationships and partnerships to achieve our objectives.

Key Responsibilities: Engage with patients and their family members to inform them about our medical and ambulance services and encourage them to utilize our services when needed. Develop and implement sales strategies to meet targets and achieve sales goals. Collaborate with hospital staff, including doctors, nurses, and administrative personnel, to ensure seamless coordination and promote our services. Foster and maintain strong relationships with the Hospital Emergency Department to ensure prompt and efficient service delivery. Document interactions, feedback, and sales activities in a systematic manner. Provide exceptional customer service and support to patients and their families. Stay updated on the latest developments in emergency medical services and healthcare industry trends.

Ability to work in a fast-paced, dynamic environment with sales targets. Excellent negotiation and persuasion skills, customer-focused with a commitment to delivering high quality service. Willingness to work in a 12-hour rotational shift schedule.

Open for Courses

- Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

B.Pharm

1. Pharmacy
2. Biological Science
3. Pharmacy

Eligibility Criteria

MBA (Semester)	<i>All students are eligible</i>
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

Hiring Workflow

Technical interview	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information