

Sales Representative – South Medical Devices – Women’s Health

About AGHealth

AGHealth is a privately owned UK medical device company specialising in women’s and neonatal health. We provide innovative products that make a genuine difference to the lives of women, babies, and the healthcare professionals who care for them – across both the NHS and private sector.

Our people are at the heart of everything we do. We’re a dynamic, collaborative, and ambitious team, united by a shared mission to improve patient outcomes. At AGHealth, we act with integrity – doing things the right way, without compromise – and we hold ourselves accountable for delivering excellence.

We are success driven, constantly striving to improve and set new standards within our industry. As a meritocratic organisation, we empower and reward those who deliver results, recognising effort, initiative, and impact. We believe in personal growth, investing in our people so they can develop their skills and fulfil their potential. Above all, we’re proud to work alongside extraordinary colleagues – exceptional individuals who push one another to succeed and share in each other’s achievements.

The Role

We’re looking for a motivated, ambitious, hard-working individual to join our commercial team as a Sales Representative (Key Account Manager). This role is ideal for someone who has recently graduated (ideally in a Life Sciences, Biomedical, or related discipline) or has early experience in sales, healthcare, or medical devices and is looking to build a rewarding commercial career in women’s health.

You’ll develop and manage relationships with hospitals, clinics, and healthcare professionals across the South territory, helping introduce life-changing innovations into clinical practice. You’ll be supported by experienced colleagues and will receive structured coaching and training to help you succeed. Your time will be split between in-person visits to hospitals, office time with colleagues and home working.

What You'll Be Doing

Hospital / Field-Based Activities

- Visit hospitals and clinics to meet doctors, midwives, nurses, and procurement teams through booked appointments or prospecting.
- Deliver engaging presentations and product demonstrations on the full product range (training provided).
- Support product evaluations and clinical trials, ensuring a smooth implementation process across product range.
- Build trusted relationships with healthcare professionals and decision-makers.

Office / Home-Based Activities

- Plan and prioritise your customer visits and calls to achieve territory goals.
- Conduct regular cold calling and customer service calling time.
- Research and identify new leads and opportunities.
- Engage with all customers via phone, email, and virtual meetings.
- Work closely with marketing to help shape campaigns and materials that support your accounts.
- Track all customer activity and opportunities in our CRM system (training provided).
- Join team meetings (virtually or in-person) to share progress, learn, and collaborate.

You'll typically spend 2–3 days per week in the field and the remainder working from home or our London office (Waterloo / London Bridge). The role may require occasional overnight stays.

About You

We're looking for someone who is:

- Degree qualified, ideally in a Life Sciences, Biomedical, or related field.
- Enthusiastic, driven, hard-working, resilient and eager to learn – you don't need prior medical sales experience, just the right attitude and desire to succeed.
- Confident communicator with strong interpersonal skills and the ability to build relationships.
- Organised and proactive, able to manage your time and workload effectively without constant oversight.
- Curious and commercially minded, with an interest in healthcare innovation and improving patient outcomes.
- Comfortable travelling across your territory and balancing fieldwork with office-based planning.

What We Offer

- A supportive, inclusive, and dynamic culture where you're encouraged to develop and grow.
- A structured onboarding and mentoring programme to help you learn and succeed.
- Competitive salary with a twice-yearly performance bonus.
- Car allowance and all travel expenses covered.
- Personal development budget for training and professional growth.
- Flexible hybrid working – home, office, and field.
- Additional perks: birthdays off, regular team socials, and modern London office space.
- After one year, eligibility to join our Partnership Programme, offering a profit-sharing scheme.

Why AGHealth?

You'll be joining a business that values integrity, purpose, and innovation. Every member of our team plays a part in shaping the future of women's health, and we celebrate success together. This is more than a sales role – it's an opportunity to grow into a trusted partner to healthcare professionals and to make a lasting impact on patient care.

For more information about our products, visit www.aghealth.co.uk