**Job Title: Healthcare Partnerships & NHS Business Development Manager**
**Company: Enigma Healthcare**
**Location:** Tarporley Clinic,
**Salary:** £50k - £70k FTE (+ Performance Bonus)
**Contract Type:** Fixed Term 6 Month Contract

Part-time, 30-hours a week

**About Enigma Healthcare**

Enigma Healthcare is a leading provider of outpatient and diagnostic services, dedicated to supporting both private and NHS patients. We are on a mission to expand our NHS partnerships and play a crucial role in reducing waiting lists while delivering high-quality patient care.

We are looking for a **Healthcare Partnerships & NHS Business Development Manager** to secure NHS contracts, foster strong relationships with NHS Trusts and Integrated Care Boards (ICBs), and drive sustainable growth. This role is ideal for someone with a proven track record in NHS business development, strong industry connections, and the ability to navigate complex procurement processes.

**Key Responsibilities**

* **Develop and execute a business development strategy** to secure NHS contracts and partnerships with local Trusts, ICBs, and commissioners.
* **Identify, pursue, and secure new NHS contract opportunities**, including through competitive tenders, direct awards, and framework agreements.
* **Build and maintain strong relationships** with NHS stakeholders, including procurement teams, clinical commissioning leads, and key decision-makers.
* **Lead contract negotiations**, ensuring agreements are commercially viable, compliant, and aligned with Enigma Healthcare’s strategic goals.
* **Monitor NHS policy changes, funding structures, and procurement trends** to identify new opportunities and position Enigma Healthcare as a key provider.
* **Work closely with internal teams**, including clinical, operational, and finance departments, to ensure smooth contract implementation and service delivery.
* **Represent Enigma Healthcare at industry events, NHS forums, and networking opportunities** to strengthen our presence in the healthcare sector.

**What We’re Looking For**

* **Proven track record** in securing NHS contracts and business development within the healthcare sector. Previous experience in NHS procurement, commissioning, or contract management.
* **Strong existing relationships** with NHS Trusts, ICBs, and key procurement stakeholders. (Understanding of our local ICB’s/trusts Cheshire and Merseyside would be desirable).
* **In-depth knowledge of NHS commissioning processes, procurement frameworks, and healthcare regulations.**
* **Experience in bid writing, tender submissions, and NHS framework applications.**
* **Understanding of different NHS funding models and service frameworks**.
* **Excellent negotiation and influencing skills**, with the ability to secure commercially beneficial agreements.
* **Ability to work independently and strategically**, while collaborating effectively with internal teams

**Personal Attributes**

* Driven, results and delivery led
* Uses Self-initiative
* Excellent comms skills

Ability to travel as needed for the role, including occasional overnight stays

Full valid driving licence

Candidates must be eligible to work and live in the UK

**Why Join Enigma Healthcare?**

* Auto Enrolled into Pension Scheme after 3 months
* Free Access to Company Open Gym and discounted gym membership
* 25 days Annual Leave pro rata (+ Bank Holidays)