



<https://kinghealthcare.co.uk/job/patient-engagement-manager/>

Patient Engagement Manager

Description

Patient Engagement Manager – *Lead Growth. Drive Patient Engagement. Shape the Future of Health Screening.*

Location: London

Salary: £45,000 – £50,000 plus commission
Full Time

An exciting opportunity has arisen for an experienced, commercially driven Patient Engagement Manager to join a leading private healthcare organisation in London.

This is a senior leadership role with responsibility for driving revenue growth across a growing portfolio of Preventative Health services. You'll lead a high-performing Patient Engagement team, overseeing both preventative health sales and appointment enquiries, ensuring every patient receives an exceptional experience from their first interaction through to booking and beyond. This role is ideal for someone with a strong background in private healthcare, preventative health / health screening or medical sales who combines commercial acumen with outstanding leadership and relationship-building skills.

The Role

Reporting to the Chief Marketing Officer, you will take ownership of revenue generation, business development and patient conversion strategies, while leading and developing a dedicated patient engagement team. Working closely with senior leadership, consultants, marketing and operational teams, you will play a pivotal role in expanding preventative health services across both individual and corporate markets.

Key Responsibilities

Revenue Growth & Commercial Performance

- Develop and deliver sales strategies to achieve ambitious revenue targets.
- Drive growth across preventative health, executive screening and premium health assessment services.
- Convert inbound patient enquiries into consultations and appointments.
- Identify and develop new revenue opportunities and referral partnerships.
- Monitor sales performance, forecasting and pipeline activity.

Corporate Business Development

- Generate new corporate partnerships for employee health and wellbeing programmes.
- Build relationships with HR teams, business leaders and employee benefits providers.
- Prepare and present tailored corporate proposals and health screening solutions.
- Develop long-term strategic client partnerships.

Hiring organization

King Healthcare

Employment Type

Full-time

Industry

Private Hospital

Job Location

London

Base Salary

£ 45,000 - £ 50,000

Team Leadership

- Lead, motivate and develop the Patient Engagement and Appointments teams.
- Create a high-performance culture focused on exceptional patient service and commercial success.
- Ensure efficient enquiry management and seamless patient journeys across all service lines.

CRM & Sales Performance

- Take ownership of the CRM system, ensuring accurate lead management and reporting.
- Implement effective follow-up processes to maximise enquiry conversion.
- Monitor key performance metrics including conversion rates, response times and pipeline value.
- Produce regular performance reports and identify opportunities for continuous improvement.

Marketing Collaboration

- Work closely with the Marketing team to develop commercially focused campaigns.
- Contribute to digital marketing, email campaigns, corporate outreach and promotional initiatives.
- Support the development of new preventative health services aligned with market demand.

About You

We're looking for an ambitious commercial leader who enjoys building relationships, developing teams and delivering measurable results.

You'll ideally have:

- Proven success in healthcare, private medical or preventative health sales.
- A strong track record of delivering against revenue and growth targets.
- Experience developing corporate partnerships and winning new business.
- Previous experience managing sales pipelines and CRM systems.
- Excellent communication, presentation and stakeholder management skills.
- Strong commercial awareness with the ability to analyse data and drive performance improvements.
- Experience leading, coaching and developing successful teams.

What We're Looking For

You are:

- Commercially focused and target driven.
- A natural relationship builder with excellent interpersonal skills.
- Confident engaging with senior stakeholders and corporate clients.
- Highly organised with strong leadership capability.
- Analytical, proactive and solutions focused.
- Passionate about delivering an exceptional patient experience.

Why Apply?

This is an outstanding opportunity to join a progressive private healthcare organisation at an exciting stage of growth. You'll have the autonomy to shape strategy, lead a talented team and make a genuine impact on the future success of the business while developing your own career within a supportive and ambitious environment.

Get In Touch

Send your CV to becky@kinghealthcare.co.uk and call / message / whatsapp on 07912074756