



Digital Health Sales Placement: ELAROS

ELAROS is a UK-based digital health provider, incubator, and accelerator of solutions for the health, care, and wellness sectors. ELAROS is working with over 60 health organisations and more than 40 Universities globally on a variety of projects aiming to tackle problems relating to asthma, COPD, urology, dehydration in care homes, neurorehabilitation, clinical trial management, and most notably, recently in long COVID and ME/CFS.

Most of our work is driven by clinical demand in the NHS for digital services to modernise and revolutionise healthcare management in clinics and also the healthcare provision to patients in an effective, remote manner in order to help to reduce the burden on staff resources, provide quality, personalised care to all users, and to reduce the net carbon footprint by replacing outdated paper systems.

In 2025 we launched our first consumer-facing health and wellness mobile application for people with Long Covid called the C19-YRS, which is a publicly available version of our NHS-facing app that has previously been restricted to people seen at NHS services.

As ELAROS continues to commercialise its product mix further, we are offering a *Digital Health Sales Placement* to a final or penultimate-year University student to drive our sales campaign to sell our services to; a) NHS services, and b) directly to people at home with Long Covid. Candidates who are in their final year of university will have the opportunity to work with Elaros' full-time following their academic studies in 2025 if they are able to demonstrate impact during this placement.

We are looking for someone with a health related and/or marketing background who wants to use their experience in a creative way that will have a high and immediate impact on healthcare by supporting healthcare professionals and patients to connect with advanced specialist knowledge, tools, and services developed internally and with leading Universities in order to deliver and access care more effectively, efficiently, and as simply as possible.

You can expect to get involved in finding new sales leads, reaching out to clients, developing your own sales pitch and supporting our sales team to acquire new sales of ELAROS' different digital health products and services.

We would hope to see a competent, driven, goals-oriented self-starter with a can-do attitude who is ready for a responsible yet rewarding role and keen to help ELAROS on its social mission to have a positive impact on society.

We place great value on individuals and their work/life balance, with unique opportunities for someone at the start of their career to develop yourself, progress your learning, and be a part of our team.



What we are looking for:

Essential

- Achieved or on track to achieve a 2:1 University degree classification or higher in a health-related and/or business & marketing-related degree
- Demonstrate enthusiasm and commercial drive to work in the healthcare business
- Have a passion to work in healthcare and produce creative and engaging communication
- Possess a high level of attention to detail
- Excellent communication and interpersonal skills
- Display very strong organisational and time management skills
- Be professional, approachable and confident in sharing their ideas
- A team player with excellent initiative and problem-solving skills
- Able to objectively assimilate information
- Agile and multidisciplinary working, to apply knowledge and thinking from different fields to solve problems
- A disciplined self-starter, proactive and flexible
- Excellent relationship management skills
- Ability to both be creative and bring new ideas to the role and to be focussed in delivering ambitious business objectives.
- Confident communicator (written and verbal) – transfer information with clarity and asks questions.
- Demonstrates adaptability – willing to learn and support where required.
- High degree of accuracy and attention to detail – excellent proof-reading ability
- Good time management skills with the ability to work under pressure to meet deadlines
- Ambitious and driven with a can-do attitude and a willingness to learn.
- Creative flair and can confidently create and present ideas for consideration.
- Proficient knowledge of MS Office (Word, Excel, Outlook)

**What's in it for you**

- A paid internship at 10 hours per week during your university studies
- Future opportunities to work with Elaros full-time following University, or other summer / industry placements
- Competitive part-time salary, paid monthly
- Ability to work remotely from home or in our office in Sheffield
- Self-managed working hours, centred around the regular 9-5pm business working hours
- Ongoing training and development opportunities

Job Type:

- Paid placement

Schedule:

- 1-2 days per week worked flexibly around your studies

Other Information:

Closing date for new applications: 18th April 2025

Candidates who are shortlisted will be contacted on or before Friday the 18th April, 2025, notifying them of interview dates.

Applicants for a summer placement starting June or July are welcomed and may be considered for an upcoming opening.

Whilst we aim to respond to all applicants where possible, candidates who have not been successful should not expect to hear back.

ELAROS is a small, but fast-growing agile team of self-starters in a sociable, friendly environment where personality is important. To get a better understanding of our work, make sure to visit elaros.com, c19-yrs.com, and c19-yrs.me.

To apply, please provide a CV and covering letter to recruitment@elaros.com



Core responsibilities: Sales, Marketing, and Commercialisation:

- **Market research**
 - Market analysis of the demand for support with Long Covid, ME/CFS, Fibromyalgia and other similar conditions in each of the UK's devolved nations
 - Market analysis of the demand for support with Long Covid, ME/CFS, Fibromyalgia and other similar conditions internationally
 - Researching and developing a comprehensive understanding of the latest news and trends for NHS support for Long Covid and ME/CFS

- **Prospecting & Outreach:**
 - Identify potential customers and stakeholders in the healthcare and digital health sectors, to sell Elaros' services for clinical, research, or personal use
 - Initiate and manage outreach efforts, including email campaigns and follow-ups, to engage leads, with support from Elaros' sales team
 - Approaching, selling, engaging relevant stakeholders to help further penetrate each market (e.g. DBT advisors, AHSNs, Clinical teams)

- **Marketing Strategy Development:**
 - Support the creation of marketing materials, including digital campaigns and presentations.
 - Collaborate on strategies to increase brand awareness and market penetration.
 - Assisting with development of marketing collateral and strategies to promote the company, its products, and ensure effective knowledge and information sharing to stakeholders


















Future potential responsibilities with experience and support from the team:

- **Product Demonstrations:**
 - Deliver engaging product demonstrations tailored to prospective customers, showcasing the functionality and value of ELAROS' products and services.
 - Serve as a primary contact for onboarding, guiding new customers through staff setup and platform training.
 - Facilitate a smooth onboarding experience through staff training and set-up
 - Help address customer feedback for successful adoption.
 - Develop case studies and collect testimonials to demonstrate impact and build trust with stakeholders.

- **Customer Success Management:**
 - Ensure successful adoption of products by managing customer relationships, addressing inquiries, and fostering ongoing engagement.
 - Develop case studies, testimonials, and other materials to highlight product impact and support marketing efforts.



Typical Company Benefits for staff longer-term

-  Work from home or at our office in Sheffield.
-  Flexible working hours.
-  Time off in lieu, subject to prior agreement (e.g. for travelling/attending conferences at weekends).
-  Salary review every year.
-  Additional cost-of living review each year in line with inflation.
-  Company-wide bonus incentives.
-  25 days annual leave (on top of bank holidays).
-  Take Christmas Eve off.
-  Equity options available for exceptional performance.
-  All business-related travel and expenses paid.
-  Continuous learning and self-development as part of your day-to-day.
-  Access to a personal training account each year.
-  Bi-annual team socials and a meal out.
-  Deliver social impact through improved patient healthcare.
-  Deliver world-class research with our global network of partners and collaborators.
-  Work at a rapidly growing start up, with numerous opportunities for self-development, responsibility, and ownership of projects at an early stage of your career
-  A whole lot of fun on an exciting journey