

Job Title: Corporate Nutritionist

Location: Lewisham, London

Job Type: Full-time/Permanent

Reports to: Director

Annual Salary: £23,949

Job Overview:

Integrated Healthcare Professionals Ltd (IHcPro), a Healthcare recruitment agency is seeking a dynamic and experienced Nutritionist to join our team. The successful candidate will be key in providing nutrition training and fostering partnerships with businesses to promote employee nutrition knowledge, well-being, and healthy lifestyle choices. The Nutritionist will design and deliver engaging nutrition programs, provide expert guidance, and establish collaborations with corporate clients to create a healthier workplace environment.

The role involves delivering nutritional education services to the healthcare service workforce through education, demonstration, and assessment. The primary focus is enhancing results and maximizing outcomes by providing nutrition education to healthcare service providers.

The successful candidate will play a pivotal role in driving growth, building strategic partnerships, and contributing to the overall success of IHcPro.

We encourage you to apply if you have a passion for healthcare, a proven track record in market research, and the desire to make a meaningful impact.

Responsibilities:

General

- Provides expert technical and technological support in the delivery of care
- Conducts medical education relevant to specialism and provides team leadership and supervision.
- Obtains and evaluates nutrition histories of the patients regarding food habits.
- Assesses adjunct healthcare workers' knowledge of diet and provides appropriate detailed education to the carers regarding nutritional status, allergy status, adequacy measures, fluid status, and all nutrition-related lab parameters
- Participates in weekly care plan meetings.
- Monitors carers' adherence and application of nutrition knowledge, and adjusts strategies as needed to achieve and sustain an effective knowledge and application of nutritional needs.
- Participates in monthly Quality Improvement team meetings.

Nutrition Training Programs

- Develop and implement comprehensive nutrition training programs for adjunct healthcare workers to improve their knowledge of diet and its relevance in the outcome of their patients.
- Develop and implement comprehensive nutrition training programs for corporate clients.
- Conduct workshops, seminars, and training sessions to educate employees on healthy eating habits, nutrition, and overall well-being.

Partnership Development

- Identify and pursue partnership opportunities with businesses to promote nutrition and wellness initiatives.

- Collaborate with corporate clients to tailor nutrition programs that align with their organizational goals and values.
- Discusses business methods, and services and targets customer groups with the employer or clients to identify marketing requirements.
- Establishes an appropriate quantitative and qualitative market research methodology and prepares proposals outlining programs of work and details of costs.
- Collates and interprets findings of market research and presents results to clients
- Discusses possible changes that need to be made in terms of design, price, service packages, promotion, etc. considering market research with appropriate departments.
- Briefs advertising team on client requirements, monitors the progress of advertising campaigns and liaises with the client on potential modifications.
- Conduct thorough market research to identify trends, opportunities, and potential areas for business expansion within the U.K. health and social care sector.
- Develop and implement comprehensive business development strategies aligned with IHcPro's goals and industry trends.

Stakeholder Engagement

- Cultivate and maintain strong relationships with local healthcare providers, players, and regulatory bodies.
- Collaborate with internal teams to ensure a deep understanding of client needs and market dynamics specific to U.K. Partnership Development:
- Identify and evaluate potential business partners, vendors, grant awarding bodies, NGOs and collaborators to enhance IHcPro's service offerings.
- Negotiate and structure partnership agreements that align with IHcPro's objectives.
- Represent IHcPro at industry conferences, events, and networking forums to enhance visibility and build relationships within the U.K. health and social care sector.
- Act as a brand ambassador for IHcPro, fostering a positive image and reputation.

Revenue Generation

- Drive revenue growth through the identification of new business opportunities and the expansion of existing accounts in the U.K.
- Develop and execute effective sales strategies, including product/service presentations and proposal submissions.

Proposal Development:

- Prepare compelling and tailored business proposals in response to local requests for proposals (RFPs) and other business development opportunities.
- Prepare bids
- Collaborate with cross-functional teams to ensure the accuracy and completeness of proposals.

Monitoring and Reporting

- Monitor and report on key performance indicators related to business development efforts.
- Provide regular updates to the Director on business development activities, achievements, and challenges.

Communication and Education

- Create engaging and informative materials to enhance nutrition awareness, including newsletters, articles, and resources.
- Deliver presentations on the importance of nutrition in the workplace and its impact on productivity and overall health.

Client Relationship Management

- Build and maintain strong relationships with corporate and private clients, understanding their unique needs and ensuring high satisfaction with nutrition programs.
- Regularly communicate with clients to assess program effectiveness and make recommendations for improvement.

Qualifications

- Bachelor's or master's degree in nutrition, Dietetics, or a related field.
- Proven experience in designing and delivering nutrition training programs.
- Strong interpersonal and communication skills.
- Business development and partnership-building experience.
- Registered Dietitian/Nutritionist (RD/RDN) certification is preferred.
- Knowledge of workplace wellness programs and corporate health initiatives.
- In-depth knowledge of the U.K. health and social care sector, including local regulations and key players.
- Ability to work collaboratively with multidisciplinary teams.

How to Apply

Interested candidates can apply by clicking the link <https://ihcpro.co.uk/careers/> by 6th February 2024. IHcPro is an equal-opportunity employer and welcomes applications from candidates of all backgrounds.

We thank all applicants for their interest; however, only those selected for an interview will be contacted.