

Sales Executive

We're on a mission to bring the best treatment to every patient by empowering healthcare professionals with intelligent software solutions. Climedo's cloud-based platform enables cutting-edge clinical validation and post-market surveillance of medical devices and pharmaceutical products. So far, we have secured significant funding from international investors and among other customers, the German Ministry of Health counts on our solution. We're always looking for entrepreneurial minds to grow with us - apply today and join us on our journey!

your job

- Fuel growth by actively seeking out and engaging prospects via email, phone and in person.
- Establish and maintain sustainable customer relationships at management level.
- Regularly research and analyse customer needs, problems, interests, competitive activities, etc. and derive strategies for new product features and services proactively.
- Independently manage and evolve the whole sales process - from the preparation and execution of the conversations to the documentation in the CRM system and regular follow-ups.
- Support the creation of our operative sales plan considering the company goals.
- Ensure measurable success through an analytical approach with regular reports.

your profile

- You are ambitious, competitive, highly energetic and intrinsically motivated to solve challenges in a creative and entrepreneurial way, arousing the enthusiasm of the audience.
- You have excellent communication, selling and negotiation skills with an impressive track record (2+ years) in B2B Sales, preferably in SaaS, (Digital) Health, or MedTech.
- Preferably, you have already got some experience in managing and coaching sales reps and scaled a business from €1.0 Mio. to €10+ Mio. in revenue.
- You are goal-oriented and have an analytical, KPI-driven mindset.
- You have native German skills as well as strong written and verbal English skills.
- Your technical affinity, quick comprehension and convincing presentation skills make you a competent and trustworthy partner of our prospects and customers.
- You can work smoothly with MS Office and CRM tools like Hubspot or Salesforce.

your opportunity

- Be part of an impact-driven, ambitious and international A-player team with outstanding entrepreneurial track records (Foodora, Westwing, Stylight, KONUX, etc.), superb medical expertise (Charité Berlin), and exceptional investors.
- Be rewarded for your efforts with virtual shares (ESOP) and an attractive performance-based commission plan without cap - "the Sky's the Limit"!
- High degree of autonomy, flat hierarchy and open communication.
- Grow personally and professionally in a fast-paced, challenging environment with regular 1:1 feedback sessions and many training opportunities.
- Find a fulfilling career path, not just a job: Take over autonomy from day one with the upside to become fully responsible for the whole sales department.
- Actively shape and accelerate the momentum of data-driven healthcare.

Sounds like you? Apply now!

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