

Junior Sales Representative

We are on a mission to accelerate the introduction of advanced personalised therapies by providing an intelligent platform for data-driven medical research that makes clinical trials significantly more efficient. Among our customers are Europe's leading hospitals such as the Charité in Berlin. Next to a number of public grants, we received six-digit funding from private investors and we are now looking for entrepreneurial minds to join our journey!

your job

- Fuel growth by actively seeking out and engaging new potential customers, via email, phone and in person, while experimenting with different sales approaches.
- Independently manage the whole process - from the preparation and execution of the calls to the documentation in the CRM system and regular follow-ups.
- Establish and maintain sustainable customer relationships at management level.
- Build up valuable market expertise in close collaboration with Climedo's founders.
- Regularly research and analyse customer needs, problems, interests, competitive activities, etc. and derive strategies for new products and services proactively.
- Ensure measurable success through an analytical approach with regular reports.

your profile

- You have excellent communication and selling skills with a proven track record and with your confidence, you manage to arouse the enthusiasm of the audience.
- You are highly energetic and intrinsically motivated to solve challenges in a creative and entrepreneurial way.
- Your technical affinity, quick comprehension and convincing presentation skills make you a competent and trustworthy partner of our potential customers.
- You have native German skills as well as strong written and verbal English skills.
- You can work smoothly with MS Office and a CRM tool like Salesforce.

your opportunity

- Be part of an impact-driven, ambitious and international team with outstanding entrepreneurial track records (Foodora, KONUX, Stylight, Westwing, etc.), superb medical expertise (Charité Berlin), and exceptional investors.
- Be one of the first employees of Climedo & work closely together with the founders.
- Grow personally and professionally in a fast-paced, challenging environment with regular 1:1 feedback sessions and diverse training opportunities.
- Competitive salary and high financial upside due to ESOP (stock options) and bonus programme.
- Take over responsibility from day one with a lot of room to experiment and learn.
- Actively shape and accelerate the momentum of personalised healthcare.

Sounds like you? Apply now!

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