



Sales Manager

Full-time position, Denmark

Do you have a passion for sales, SaaS, and healthcare?

We are looking for a Sales Manager to become an integral part of our Commercial team. You'll be the first point of contact for prospects generated through our growth programs and outbound efforts. We are looking for an individual with good people skills and fluent in English, who's not afraid of picking up the phone and talk to people. Your primary role is to qualify leads, establish connection with relevant decision makers, identify challenges that can be solved with our services, and close new contracts.

Responsibilities

- Fuel growth of company revenue, together with the rest of the commercial team, by actively seeking out and engaging with prospects in target markets via email, phone, social media, or in-person
- Independently manage your own sales funnel by establishing customer relationships with decision makers, plan and execute meetings with prospects following SMART-TRIAL's sales strategy, and close new contracts
- Prepare and present solution proposals and quotes to prospects
- Nurture relationships with potential and existing customers following SMART-TRIAL's retention program and strategy
- Document sales activities, update information, and maintain relevant data in the SMART-TRIAL's CRM (HubSpot)
- Select and participate in relevant marketing activities that can generate leads, such as conferences, tradeshows, or other online activities.
- Regularly research new sales tactics, competitive activities, customer needs, industry problems and interests, and suggest strategies that can enhance the company's growth and commercial strategy
- Ensure measurable success by regularly reporting to the commercial executive team

Ideally, you should bring with you

- Education in, and/or experience from, similar SaaS sales operations, medical market access, health management, account management or business

development in healthcare, communication sciences, or other roles within commercialization in healthcare

- Structured and independent work ethic with an entrepreneurial mindset (ready to pivot when needed)
- Excellent command of professional English, both spoken and written (other Nordic language skills will be considered as a plus, not a requirement)
- Positive, target driven and competitive mentality
- A “can-do” attitude that is not intimidated by a series of "No's"
- Willingness to learn and grow together with the company
- Ability to beat deadlines and to perform multiple tasks at the same time
- Experience in utilizing digital tools to monitor and report on the sales pipeline (e.g. HubSpot, Salesforce etc.)
- 1-2 years of sales experience within sales in MedTech or healthcare. Preferably with B2B solution sales of eClinical solutions or similar software (SaaS).

What we offer

- Competitive salary with flexible work hours in a modern workplace
- Become a part of a small but international software company that caters to the global MedTech industry with ambitious growth plans
- Opportunity to take part in the growth of an international commercial team
- Co-create and co-develop high-tech software solution for a niche industry.
- Working closely in collaboration with the company’s executive management and founders
- Opportunity to influence the company’s sales strategy

Working at SMART-TRIAL you will tackle a wide array of challenges, while experiencing a myriad of cultures, geographies, and technologies.

One of the cultural pillars is a strong winner mentality, and the staff are mainly made up of specialists within their field, some would probably call them geeks. At SMART-TRIAL the term “geek” is considered a compliment because they are all obsessed with the newest, coolest, trendiest things that their subject has to offer.

About SMART-TRIAL

SMART-TRIAL helps MedTech companies to comply with regulations on clinical evidence, by simplifying the collection and management of data.

Established in 2013, SMART-TRIAL is the first Electronic Data Capture software tailor-made for the MedTech industry and is used by various MedTech organisations in clinical studies around the world to collect data via questionnaires from clinicians and patients.

Our mission is to make it easy and cost-effective to collect and manage clinical data in compliance with industry regulations, so safer and better medical devices can reach patients faster.

How to apply?

Please send us your **CV** and **cover letter** to careers@smart-trial.com

Please contact CEO Páll Jóhannesson at pj@smart-trial.com if you have any questions about the role.