

Sales Representative – Sqilline Health GmbH

Location: Germany, home office

Sqilline Health GmbH is a software company that expertise in **Big Data technology, machine learning algorithms and AI.**

We have developed an Analytics Healthcare platform for real-world data. **Danny Platform** is able to evaluate massive amounts of real-world data from multiple sources (EHRs, registries, labs, etc) in the oncology and cardiology fields. The software provides comprehensive searches, in-depth analyses, predictions and treatment solutions to physicians, researchers and payers.

Sqilline Health's data analytics capabilities enable hospitals, pharmaceutical companies and reimbursement agencies to gain insight into real-world evidence of patient care, particularly in this era of value-based care.

We are a leading SAP Partner in the areas of Precision Medicine, Life Science and Healthcare.

The company just opened its office in Berlin and is looking for a candidate to fill up the Sales position. As a member of our company, you will be part of a small, agile and innovation-driven team, working with current healthcare technologies.

SUMMARY:

As a Sales Representative, you will be responsible for selling Sqilline Health GmbH's Healthcare analytics platform and its applications services focused within assigned Named Accounts. Responsibilities include new business sales opportunities.

The Sales Rep primary responsibilities are delivering expected levels of revenue performance, ensuring customer success, marketing and sales development, deployment of corporate strategies across the German market, and managing sales performance. The Sales Representative will accomplish this through interaction with the team, customers and partners.

Duties include:

- Understand and follow on healthcare market trends
- Accurately forecast and achieve revenue objectives while defining sales territories and setting quotas
- Gain access to key people within the accounts to identify opportunities for appropriate product utilization
- Actively participate in key deals, strategy, execution, and building customer and external partner relationships

- Leverage company best practices to ensure customer success and maintain executive relationships in top region accounts
- Report to Managing Director of the company

Required Qualifications:

- Bachelor's degree required preferable in Life Sciences, Pharmacy, Business, or related discipline.
- Minimum of 3 years of sales experience required.
- Experience as a sales representative required.
- Demonstrated superior interpersonal skills and ability to effectively communicate across diverse audiences
- Business experience in the Healthcare
- Preference for candidates currently living at the location.
- The ability to travel
- A valid driver's license

Primary Location

Berlin

Organization

Sqilline Health GmbH

Job Function

National Sales Accounts

Job Type

Full-time