



WE ARE HIRING

Regional Account Executive wanted!

UK or German contract: Remote workplace

ABOUT OPENRAD

OpenRad is a young company reinventing teleradiology. We are integrating the best cloud-based imaging solution into Europe's No. 1 connectivity product suite to deliver a unique remote reporting system. By combining the individual products and services of Biotronics3D and Visbion, OpenRad can fully digitalize the workflow processes within radiological diagnostic centres. Our zero-footprint, thin-client SaaS-based solutions speed up implementation, increase centre utilization, provide seamless access to all imaging, and at the same time reduce cost of ownership. We are a London- and Berlin-based company targeting customers globally.



OpenRad Services UK Ltd.
The Old Rectory
Church Street, Weybridge
Surrey, KT13 8DE

JOB SUMMARY

The Regional Account Executive will be tasked to sell into assigned commercial accounts across the set region and be the primary sales driver in the assigned territory working with radiologists and IT managers.

KEY RESPONSIBILITIES

- The ideal candidate will be a sales professional and will have experience in developing the assigned territory.
- Use OpenRad CRM to manage a sales pipeline & deliver against quarterly/annual quota
- Apply a strong discipline around managing sales stages for direct sales in the assigned territory
- Generate sales velocity to deliver a predictable book of business & drive forecast accuracy utilizing contacts, market knowledge & ecosystem across the assigned region
- In conjunction with the manager, agree on a strategy to penetrate new accounts
- Work independently & where appropriate leverage the support of marketing & inside sales teams to enable outbound sales activity in the assigned region to generate a pipeline of leads & opportunities for direct sales
- Apply strong sales skills to identify, process to progress leads & opportunities through the sales stages towards closed won showing progress on a weekly & monthly basis
- Apply strong sales skills & processes to ensure the successful close of opportunities in the pipeline, ensuring all contracts & documentation are in place with the customer as well as ensuring a clean & documented handover to operations
- Work with the sales leader to deliver an accurate monthly & quarterly forecast

Regional Account Executive

- Work with the solutions team to ensure understanding of modern workflows in medical imaging/radiology & provide local market knowledge to product management to ensure appropriate product localisation requirements are met
- When agreed with the sales manager, work with the partner management team to support the enablement of partner sales
- When agreed with the sales manager, attend country & international industry events & tradeshow to identify new leads & to progress existing opportunities
- To stay updated on industry news/trends & how they affect the OpenRad product portfolio & services
- To apply a structured approach to driving demand, generating pipeline & developing/expanding the territory

SKILLS & EXPERIENCE

- 5+ years experience in healthcare sales (ideally software)
- Experience in some aspects of proving solutions to support medical workflows in any clinical domain, experience with medical imaging, PACS, and RIS desirable, but not essential
- Experience or ambition to work across multiple countries & work as part of an international team
- A "scale-up" mindset & attitude, being self-motivated, driven & committed to success
- Ability to speak multiple languages (preferred)
- Proven track record of success in achieving sales quotas
- Strong communication (written & verbal) with highly developed presentation skills, both internally & externally
- You are extremely adaptive and pride yourself on exceeding goals.
- You are competent in managing the end-to-end sales process.
- You have a natural aptitude for technology and modern computing.
- You have experience working in a high-growth and fast-paced environment.

WHAT MAKES US A GREAT PLACE TO WORK?

Every employee at OpenRad has a voice, carves their own path, and uses their expertise to help co-create and add to our story. Together, we have the power to make meaningful changes to create a truly positive impact and make the world work better for everyone. We offer a chance to work in a way that aligns with your values and allows you to get involved in purposeful work.

Join us in our exciting journey, a journey that will lead not only to success but also to an industry benchmark that other companies one day will follow.

**Please send your CV or questions to:
recruitment@europe-hr-solutions.com**

We do look forward to hearing from you!

OpenRad is committed to being an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, colour, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances.