



WE ARE HIRING

Inside Sales Representative wanted!

Netherlands or Nordic location: Remote work option

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. OpenRad can fully digitalise the workflow processes within radiological diagnostic centres. Our zero-footprint, thin-client SaaS-based solutions speed up implementation, increase centre utilisation, 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

Our commercial sales team is an important driver of company revenue and growth. As an experienced inside account representative, you will be responsible for driving sales leads from an assigned territory and commercial accounts in the assigned territory. Moreover, you will act as the internal contact for the existing customer base.

KEY RESPONSIBILITIES

- Drive net-new leads, support our existing customers & ensure their ongoing satisfaction
- Manage your accounts via our internal CRM & maintain data quality
- Work with the sales director to ensure that the sales pipeline is up to date
- Support the sales director in the production of accurate sales forecasts
- Drive opportunities & help customers overcome their business challenges
- As our sale process is very consultative, you will need to understand the pain points & propose solutions.
- Document all customer interactions via CRM
- Support the sales & quoting process & ensure efficient tracking of leads/opportunities
- Engage with your manager regularly & provide in-depth feedback
- Meet & exceed your sales & activity quota
- We see this as a development position & a stepping stone into a field-based position. It is a unique opportunity for a self-starter, focused on winning new business & growing market share.

SKILLS & EXPERIENCE

- 3-5 years of quota-carrying sales experience with proven consultative sales, preferably Medical Imaging (PACS & RIS)—not essential as we will train you.
- Understanding of sales fundamentals such as prospecting, needs assessment, proposal development & client presentations
- Highly creative & capable to work in a fast-paced & collaborative environment
- Good experience in working with senior-level decision makers
- Proven experience building excellent client relationships, offering value-added, insightful & strategic insight into their business
- Strong demonstration of intellect, drive, executive presence & sales acumen
- Ability to develop & conduct effective presentations with contract decision makers & the senior executive level
- Knowledge of the full life cycle of the sales process from prospecting to close
- Strong command of the English language is a must.
- Excellent written & oral presentation skills
- Proficiency in computer skills, particularly in Microsoft Word, Excel & PowerPoint
- Your approach is hands-on, utilizing multiple customer touchpoints.
- You will have a confident phone manner & be adept at using additional tools, including social media.
- Bachelor's degree

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.