

Sales Representative - Boston, MA – Sqilline Health Inc.

Sqilline Health is a software company that expertise in Big Data technology, machine learning algorithms and AI. As a leading SAP Partner in the areas of Precision Medicine, Life Science and Healthcare, the company have build one of the first Analytics Healthcare platforms for real-world data in the oncology and cardiology fields.

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 looking to appoint a highly energized, passionate talent to join us in the position of Sales Representative at our Boson, MA office.

As a Sales Rep you will be responsible for growing new customers markets for software sales in US and Canada in the **pharmaceutical and healthcare industry**. This includes selling software licensing and data analytics reporting, development of new business opportunities through contacting customers and establishing critical relationships within the industry.

Duties include:

- Expand sales through direct interaction with customer contacts
- Achieve company revenue goals
- Prepare for and attend monthly sales review meetings
- Build and develop professional relationships with all stakeholders
- Deliver professional sales presentations
- Accountable for meeting assigned Sales Quota
- Regularly attend and participate in customer meetings and market exhibitions/summits to deepen client relationships as a trusted and valued partner
- Provide accurate forecasts and reports on activity and sales performance as and when required by management.
- Report to Managing Director/CEO of the company

EXPERIENCE & QUALIFICATIONS:

- Advance degree (e.g., MBA) preferred
- Min 2+ year experience in the area
- Min 3+ year experience of sales experience in hi tech industry (preferably software)
- Superior sales ability, management skills and leadership qualities
- Financial, business planning, presentation and negotiation skills a must
- Excellent verbal and written skills
- Excellent interpersonal and communication skills
- Business experience selling technology solution in Healthcare is a plus
- French language
- Preference for candidates currently living at the location.
- Ability to travel
- A valid US driver's license

Primary Location

United States-Massachusetts-Boston

Organization

Sqilline Health Inc

Job Function

Sales Representative for US & Canada

Job Type

Full-time