



## **Join us in improving the quality of life for people suffering from neurological diseases!**

At Combinostics – we are driven by making a significant difference in the early detection and management of neurological disorders.

We believe that better use of AI-powered diagnostics and follow-ups for clinicians around the world is worth developing even further - ultimately providing people with better quality of life. We do this through our market leading Radiology & Neurology product suites. We already provide best-in-class early detection support and disease management of neurological diseases, such as Alzheimer's Disease and Multiple Sclerosis (MS). Meanwhile we are continually developing the software further to support additional diseases.

At Combinostics, we let industry specialists, creative developers and commercial teams come together and unleash their creativity. Together we build one of the most exciting software solutions for deployment in medical devices today. Having a proven product in the market already, the next step in our journey is to scale up our commercial activities.

We're now looking for a talented and passionate **Junior Sales Representative** to join us on our exciting journey to change the quality of life for patients around the world.

### **ABOUT THE ROLE**

As part of the European Team expansion, we are looking for as **Junior Sales Representative** in the D-A-CH region (Germany-Austria-Switzerland). This is a role with much room to learn and grow with the company.

The appointed person will support the existing sales team in organizational tasks (30%) and performing direct sales (40%) of Combinostics' product portfolio to customers. The Junior Sales Representative is also expected to contribute broadly to Combinostics' sales and marketing activities (30%).

The successful candidate resides somewhere in Germany, Austria, or Switzerland, reporting to the Vice President European Sales.

### **ABOUT YOU**

We put great emphasis on your personal characteristics. You are extroverted, proactive and flexible with a hands-on-mentality while also having a natural ability to collaborate across the entire Team. You might have experience from the field of Radiology or Neurology.

You are motivated to perform with a sense of urgency in your role, contributing to your own result as well as the Team's. You are highly organized, results-oriented and have a structured approach in everything you do. You are flexible and humble to the views of others and find it fun when new ways of thinking take you to new solutions.

You are comfortable working in a hybrid work environment, making the best use of collaboration tools. At the same time, you thrive on on-site interactions with both clients and colleagues and are open to travel as needed to maximize desired outcomes. You embrace the fast-moving, agile, and results-focused culture of a startup environment, offering unique opportunities for growth.



## **RESPONSIBILITIES**

- Conducting customer meetings and product demonstrations both in-person and online.
- Supporting the Sales Team on pre- and post-sales activities, including administration.
- Generating and contacting new leads in collaboration with marketing.
- Helping to organize and participate in marketing events such as trade shows at relevant conferences and meetings.
- Working with R&D and providing feedback from customers and help prioritize functionality to be incorporated into future product versions.

## **WHAT'S NEEDED**

- High school diploma.
- Flexible, self-motivated and goal oriented.
- Highly organized and attention to detail
- Advanced user of Microsoft Excel
- Good communication skills internally and externally.
- Knowledge in medical imaging and hospital IT.
- Willingness to travel 40% to clients and regularly to company meetups.
- Native in German and advanced in English

### *Desired:*

- Experience from supporting selling in the healthcare space.
- Basic knowledge in diagnostics.
- Experience in using CRM tools

## **WHAT WE OFFER**

- A unique opportunity to significantly contribute to the success of Combinostics
- Joining early in a multicultural company with ambitious global growth plans
- Competitive salary with added cash bonus
- An opportunity to become shareholder in Combinostics
- All equipment needed for your home office

## **WHO WE ARE**

The key to Combinostics' success is with our talented employees. Providing our employees with the best possible conditions for feeling good, having fun, being able to succeed and develop at work is an internal mission that drives Combinostics. Although we believe that technology is important for success in our work, we see that people are even more important. We believe that diversity and differences make us stronger as a Team and results in even greater deliveries. Combinostics has offices in both Europe and the US, and we operate in a hybrid work environment.