



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 **Senior 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 **Senior Sales Representative** in the D-A-CH region (Germany-Austria-Switzerland). The appointed person will be responsible for direct sales of Combinostics' product portfolio as well as supporting our partners with sales through their platforms.

Typical customers are Radiologists and Neurologists in clinics and residential institutes. The Senior Sales Representative is responsible for achieving certain revenue targets and is expected to contribute to Combinostics' sales and marketing activities, such as conferences and roadshows.

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 already have a highly relevant and recent network of potential clients and partners in 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 results-oriented and have a structured approach in selling. 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 doing product demonstrations both in-person and online.
- Generating and managing new leads in collaboration with marketing
- Following-up on leads and aiming for pilot projects and closed commercial contracts.
- Working independently with all necessary functions at customer sites, such as radiology, neurology, purchasing and IT, to get necessary agreements in place.
- Supporting sales through partners by performing co-visits to customer sites and by educating our partners' local teams.
- Participating and helping to organize marketing events such as trade shows at relevant conferences and meetings.
- Working with Combinostics R&D and providing feedback from customers and helping prioritize functionality to be incorporated into future product versions.

WHAT'S NEEDED

- Documented 3+ years of sales experience in the medical field
- Flexible, self-motivated and goal oriented.
- Good communication skills both internally and externally.
- BSc degree or similar.
- Knowledge in medical imaging and hospital IT.
- Willingness to travel 60% to clients and regularly to company meetups.
- Native in German and advanced in English

Desired:

- Experience from selling AI solutions in the healthcare space.
- Basic knowledge in diagnostics of neurodegenerative diseases / MRI imaging.
- Customer network in Radiology / Neurology

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.