

Sales Executive (North/South)

CLLOUDPHYSICIAN

Cloudphysician is a healthcare company reimagining the delivery of critical care through patient-centric solutions. We use our advanced technology, designed and developed in-house, to increase access to care, all across the globe.

Our Care Center, based in Bangalore, is staffed 24/7 by a highly qualified and trained critical care team that includes super-specialist doctors, nurses, dieticians, and pharmacologists. The clinical team uses our proprietary platform, RADAR, to connect to hospital ICUs to oversee and manage the care of critically ill patients across multiple regions. RADAR, built by our team of technology experts, incorporates automation, computer vision, real-time video, and data analytics to help expert care providers connect to and provide care to patients.

As of March 2022, we have cared for nearly 40,000 intensive care patients across 16 states in India and saved numerous lives. Learn more at: www.cloudphysician.net.

JOB DESCRIPTION

We are looking for a competitive Sales Executive who can thrive in a fast-paced business environment. The Sales executive will act as the key link between our company and healthcare professionals and will aim at meeting sales targets. As a Sales executive, your goal is to increase the visibility and awareness of our company's smart ICU solution offerings and maximize sales growth. The role will provide you the opportunity to learn and grow in a fast-paced digital healthcare environment. Cloudphysician is rapidly growing and creating impact at scale - the role will provide the candidate to be a part of this dynamic organization and industry.

KEY RESPONSIBILITIES:

1. Ensure proper segmentation is done in identifying the partner hospitals and work on converting them to our clients for our TELE-ICU services
2. Develops, maintains and improves relations with existing and potential customers in the assigned region.
3. Build positive trust relationships with doctors to influence targeted groups in the decision making process
4. Monitor and analyze data and market conditions to identify competitive advantage
5. Supporting customer tailored sales actions
6. Analyzing competitors' performance to safeguard and further promote our position in the market.
7. Work / Collaborate with different teams delivering quality customer experience
8. Assist with organizing promotional events and CMEs to reach prospective customers.
9. Understand prospect's needs and pain points, and educate them through online presentations and demos on how your product can help solve their business challenge.

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SKILLS:

1. In the B2B landscape, the candidate should not only have a good understanding of the product but should also be able to showcase its capabilities to prospects through demos.
2. The candidate should discover what benefits will solve the customer's business challenges and highlight the value of those features during the demo.
3. Solid background in customer acquisition strategies.
4. Tenacity and drive to seek new business.
5. Team management
6. Goal-oriented, committed, and relentless approach to work.

PREFERRED QUALIFICATIONS

1. Education: Bachelor's Degree
2. Must Have:
 - a. Minimum 3 years experience in Sales
 - b. Familiarity within certain geographical regions
 - c. Experience Dealing with Hospitals or healthcare industry
 - d. Experience in managing key stakeholders/KOL like Physicians, Surgeons or other Doctors
3. Desirable:
 - a. Experience in executing Marketing programs like CMEs / Professional Education / Patient Awareness programs events
 - b. Experience in selling Critical Care devices, Critical Care services, or Critical Care pharmaceuticals is highly desirable
 - c. Experience in Concept Selling

How to apply

If you are interested. Please send your resume to careers@cloudphysician.net along with two references.