

# Sales manager

The Sales Manager will be responsible for developing and implementing sales strategies that drive revenue growth for the company. This role will focus on identifying new business opportunities, building relationships with potential clients, and closing sales deals. The ideal candidate will have a strong background in software outsourcing sales, and a proven track record of success in selling complex software solutions to enterprise clients.



London Basel Sofia

# The Company

OVER 10 YEARS OF EXPERIENCE IN DIGITAL HEALTH

At **BGO software** we make health digital by empowering our customers to deliver their digital health products and solutions through our premium services.

## Our history

Started as a boutique IT company in 2008, in less than 3 years we grew to become a leading IT company with 100+ employees, serving clients from around the globe across several verticals. After more than 12 years of experience within the healthcare industry, we set our main direction. Today, **BGO Software** is the **digital health lab** that aims to improve and **save lives today through technology**.

## Our expertise & services

We have extensive background in the development of clinical research systems, eHealth solutions (web and mobile health applications) and GMP validated systems for pharmaceutical & biotech companies.

## Our people

Our culture is defined by our people. We are an innovation team that values mutual trust, creativity, systems thinking, agility, and adaptability. We are creating a movement in the IT industry so that more people choose the professional path towards saving and improving lives through technology.



## WE WILL TRUST YOU WITH

Upselling existing accounts

Actively seeking new opportunities with existing clients -

Acquisition of new clients – corporate and SMEs

Ownership over the communication with external sales agents and help them target new clients

Training for sales executives

Management over how are incoming requests handled by the sales team - inbound sales and marketing channels /mail, website, social networks, word of mouth, personal recommendations/

Manage proactively company's bench resources

Continuously measure and report metrics of the sales team

Work closely with Project Managers to identify opportunities to extend the business relationships with existing customers

Seek opportunities to utilise the networks of key clients

Ownership over company's revenue – manage monthly revenue streams and forecasting

Recruitment of new members of the sales team



## REQUIREMENTS

- |   |                                     |  |                                     |
|---|-------------------------------------|--|-------------------------------------|
| Bachelor's degree in Business, Marketing, or related field – is a plus, yet not mandatory                           | <input checked="" type="checkbox"/> | Ability to manage multiple projects and prioritize tasks in a fast-paced environment                                   | <input checked="" type="checkbox"/> |
| 5+ years of experience in Business development in the IT sector   | <input checked="" type="checkbox"/> | Familiarity with sales management tools and CRM is a must  | <input checked="" type="checkbox"/> |
| Excellent verbal and written English language   | <input checked="" type="checkbox"/> | Knowledge in SWDL  |                                     |
| Strong communication, sales, negotiation, persuasion and relationship-building skills are a must and will be tested | <input checked="" type="checkbox"/> | Willingness and ability to travel for frequent meetings with existing and potential clients and attend industry events | <input checked="" type="checkbox"/> |
|   |                                     | Understanding of the digital health industry is a strong advantage, yet not mandatory                                  | <input checked="" type="checkbox"/> |

# Our benefits for you



Professional growth and learning as well as personal development



Flexible working hours and Work-Life Balance of extraordinary importance



Additional health insurance with dental insurance, and psychological support



22-25 annual paid leave.  
Remote, hybrid or office work mode



Multisport card reimbursements



Learning organization by design, knowledge sharing through internal trainings from the best professionals



Bonuses for your special day – b-day, wedding, baby on board, and many more