

# Sales and Product Manager

We are looking for **Sales and Product Manager** to take on the strategic and commercial leadership of a learning and regulation compliance spin off of BGO Software. The role requires a versatile and creative professional, with good organisational, sales and marketing skills and is perfect for ambitious professionals, willing to run their own company one day. Experience with regulatory compliance in clinical trials field will be considered a BIG advantage.



# The Company

OVER 10 YEARS OF EXPERIENCE IN DIGITAL HEALTH

[Astra Nova](#) is a project of **BGO Software – the digital health lab**. Established 10 years ago, the company joined the regulatory compliance market and gained a number of clients. Thousands of clinical research professionals have used our e-learning platform, to certify in various clinical research disciplines. Visit [www.crotraining.co.uk](http://www.crotraining.co.uk) to get a better understanding about Astra Nova.

The role of the **Sales and Product manager** will be challenging and only fit for those candidates that consider themselves a versatile player. He/she will have the creative task to generate sales, communicate with the marketing department, ensure that the company's learning content is up-to-date and take complete ownership over the project. **The right candidate will have the opportunity to build a team around themselves and scale this project to the point, where it is a successful stand-alone organisation – an absolute leader in its field.**



**FIRST OF ALL, WE WILL TRUST YOU. SECOND - WE WILL GUIDE YOU. THIRD - TOGETHER WE WILL UTILISE THE ENTIRE BGO INFRASTRUCTURE, TO BUILD UPON YOUR SKILLS AND SEE YOU GROW INTO THE PROFESSIONAL THAT WILL TURN ASTRA NOVA INTO A MARKET LEADER GLOBALLY.**

**MARKETING** – follow the trends, generate ideas and manage their execution.

**SALES** – generate leads, create connections, qualify potential business, upsell, attend industry events, create a sale machine.

**ACCOUNTING** – know the company's numbers and take strategic decisions based on data.

**SCALING UP THE BUSINESS** – step on what has been created before you over the last 10 years, make it better and create a scalable business.

**STRATEGY** – Impossible is nothing! The hunger for success goes through understanding your environment, the market, and the competition, come up with ideas and put them into execution.

**ACCOUNT MANAGEMENT** - take care of the customer and they will take care of yourself. Take any opportunity to build a relationship with a client and make him a loyal follower.

**HIRING OF STAFF** – growing the business will require more team members to join the party. You will be responsible for identifying those needs, understanding professionals with what profile will do the job better than you and finding those people.

**PEOPLE MANAGEMENT** – once the new team members are on board, it will be your responsibility to manage them and take ownership over their performance. This is how you will master the skill that will enable you to be a true leader.



## RESPONSIBILITIES

**General management** – as a versatile player, you will be expected to see the big picture and be the link between sales, marketing, strategy, accounting, and all other pieces that require the company to function



**Sales** – this position is sales first. You must know your game and be willing to apply your sales potential into upselling the existing customers and generating new loyal followers and users of the brand.



**Account management** – a loyal customer is the best asset of a company, and we take special care in managing our clients well. It will be a core responsibility to make sure that clients are taken care of and willing to promote the brand.



**Market research** – understanding the competition and knowing where you stand is critical in winning business on the market. The selected candidate for the role will know how to do a competitive analysis and will be able to take strategic decisions of how to adapt the company strategy in order to stay ahead of the curve.



**Stay up to date with the latest regulations in clinical trials** – the regulatory compliance market is a dynamic and very sensitive one. The responsibility of certifying professionals that work with patient in clinical trials requires that all regulations are met and professionals compliant. This is why the responsibility to be up-to-date with all recent developments in the regulatory field will be critical for the selected candidate



# 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


# Our values


#BGOValues

 **Impossible is nothing**, because everything is possible

 **Always improve** and strive to grow yourself

 **Team play**, because we grow together

 **Be proud** of what you do

 **Own your results**

