

Senior Salesperson

We are seeking an experienced and driven Senior Salesperson to join our team. The successful candidate will be responsible for generating and managing leads, developing and nurturing client relationships, and driving sales growth in the digital health sector. The ideal candidate will have a proven track record in sales, preferably in the healthcare technology space.



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

Lead Generation & Management:

Identify and generate new business opportunities through various channels.
Develop and maintain a robust pipeline of leads.
Qualify leads and convert them into viable sales opportunities.

Client Relationship Management:

Build and maintain strong, long-lasting client relationships.
Understand client needs and provide tailored solutions.
Serve as the main point of contact for key clients.

Sales Strategy & Execution:

Develop and implement effective sales strategies to achieve company targets.
Conduct market research to identify trends and opportunities.
Prepare and deliver compelling sales presentations and proposals.

Collaboration & Coordination:

Work closely with the marketing team to align strategies and campaigns.
Coordinate with the product development team to ensure client requirements are met.
Participate in industry events, conferences, and networking opportunities.

Reporting & Analysis:

Track and report on sales performance and metrics.
Analyze sales data to inform strategy and decision-making.
Provide regular updates to senior management.



SKILLS AND EXPERIENCE

Education & Experience:

Bachelor's degree in Business, Marketing, or a related field

Minimum of 5 years of experience in sales, with at least 2 years in the digital health or healthcare technology sector.

Personal Attributes:

Highly motivated and results-oriented.

Ability to thrive in a fast-paced and dynamic environment.

Exceptional organizational and time-management skills.

Skills & Competencies:

Proven track record of meeting or exceeding sales targets.

Strong understanding of digital health solutions and the healthcare industry.

Excellent communication, negotiation, and interpersonal skills.

Ability to work independently and as part of a team.

Strong analytical and problem-solving skills.

Proficiency in CRM software and MS Office Suite.

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

