



### **Sales Executive**

Are you a high achieving Sales Executive? Do you have a track record of success within Healthcare or with a SaaS provider? Are you looking to join a rapidly growing start-up focused on transforming care through smart technology, recipient of a visionary company award by the Sunday Times and on track to be a global leader?

Do you want scope for unlimited career progression? If so then APPLY now and help us close our pipeline of opportunities!

This technology start-up recently launched a revolutionary cloud-based service to address the global health needs of those over 60 or infirm.

If you consider yourself to be ambitious, above average and competitive in the workplace then we want to hear from you!

Karantis360 has been designed to transform the delivery of care for those who are elderly, infirm or living with Alzheimer's or dementia. Harnessing IOT (internet of Things) & SMART technology, Karantis360 makes independent home living possible, and possible for longer, leading to happier and healthier lives. Reducing the admin burden for carers and increasing the levels of transparency for family members and providers, Karantis360 unites agencies, caregivers, clients and their families to benefit all.

The Sales Executive team are responsible for selling new business into small, medium and large size organizations including care providers, hospitals and a variety of customer centric utilities.

You'll be responsible for acquisition or new accounts, driving customer satisfaction, developing and managing reseller partners and working closely with sales teams at our key partner IBM. You'll be able to sell across all the company's products and services to help clients deliver both a higher level of care and to drive brand loyalty. With significant sales interest in the US and continental Europe, with the right candidate the role has the ability to grow into leading a global sales organisation.

### **The team you're joining:**

Join a truly innovative team of experts from the Health and Technology sectors as we roll out a solution that will improve the quality of life for millions of patients. This is the perfect place to display your ambition and competitive spirit and a unique opportunity for you to make a global difference to health care provision.

### **The Candidate:**

The Sales Executive must be a self-starter, able to work without constant supervision, have a demonstrable track record of new software (ideally SaaS) sales to decision makers in the Healthcare, Finserv or Utilities sectors. Ideally the candidate would have "consultative" sales experience with FTSE100/500 companies and possess a strong CEO/CFO/VP network in Healthcare. They must also have familiarity with office IT systems.

You must be based within commutable distance of London. Successful candidates will be strong hunters, thirsty to earn money and bring new clients on board.



### **Responsibilities:**

- You will be hunting; building a strong network of customers and opening doors to the purchase of our products and services.
- Leveraging your existing network of contacts within the corporate segments to identify new business opportunities.
- You will be championing and representing the customer at all levels internally.
- Manage your own funnel of opportunities to progress them through the sales cycle and provide accurate reporting and forecasting based on results at each stage.
- You will establish a trusted/strategic advisor relationship with each key customer and drive continued value of our products and services.
- You will work with customers to establish critical goals, or other key performance indicators and aid the customer in achieving their business goals.
- Remain aware of all competitive activities within accounts and work with the customer success team to prevent attrition.
- Leverage existing strategic relationships to increase product adoption.
- Maintain and grow revenue within strategic accounts.
- Assist marketing to create sales assets such as blogs, presentations, webinars, references, case studies, and target account lists.
- Prepare activity and forecast reports on top accounts, aiming to meet or exceed targets.
- Support sales programs as required to drive pipeline and sales.

### **Required Skills**

- 3+ years of selling experience in software, SaaS, or web services.
- Proven track record of consistently exceeding quota.
- Success selling to leading customers that trust and respect you.
- Impeccable written and verbal communication skills. You are a strong listener and communicator.
- Hands on, high energy, passionate, know how to get things done.
- Awesome communicator and presenter.
- Minimum of 3 years new business sales experience selling software solutions
- Bachelor's degree preferred
- Ability to identify and cultivate prospects through targeted account planning and outbound communication tactics (phone, email, and social media) with or without marketing leads is essential
- Leveraging your existing network of contacts to identify new business opportunities
- Early stage start-up experience
- Ability to understand and articulate our products and services if successfully invited for interview
- You are sharp, confident, resourceful, results oriented, proactive and have strong written and communication skills

### **The Ideal Candidate**

You have a strong sales track record in the B2B Industry and are passionate about Healthcare.

In return, you will have a great opportunity for career progression within a fast-growing company, a competitive package including generous sales commission, car allowance and vesting stock options.

For further details see [karantis360.com/careers](http://karantis360.com/careers) or please contact [tim.payne@karantis360.com](mailto:tim.payne@karantis360.com)