



US Business Development & Sales

Job description

CSD Labs is seeking an enthusiastic team member for the position of **US Business Development and Sales** for our eMurmur product line. This full-time role would center on engagement with and development of long-term relationships with US customers. The successful candidate would also be responsible for liaising between customers and management to ensure the timely, tailored and successful delivery of our packages. We are seeking a mature, highly organized, self-motivated and driven individual who is passionate about their work and has strong interpersonal skills. The successful candidate will lead and execute CSD Labs' business development efforts and help create revenue opportunities.

Primary responsibilities

- Utilize market research skills to develop prospective lists for targeted marketing and sales initiatives within the medical industry.
- In-person communication with medical professionals and customers around the US.
- Generate pre-sales leads, inbound and outbound lead engagement, qualification and nurturing via email, phone, and social media.
- Initiate progress and track eMurmur sales opportunities.
- Communicate the progress of monthly/quarterly initiatives to internal and external stakeholders.
- Forecast and track key accounts and sales metrics.
- Deliver solution demonstrations on the eMurmur platform.
- Other duties as assigned.

Qualifications

- Minimum of 10 years of sales or business development experience in the medical device / medical software / healthcare industry or other relevant experience required.
- Minimum Bachelor's degree or equivalent required.
- Experience in cardiology considered an asset.
- Exceptional verbal communication and writing/editing skills, with an ability to communicate/execute complex solutions based on customer needs.
- Excellent listening, negotiation, and presentation skills.
- Excellent organizational skills and an ability to manage and utilize client database.
- Strong work ethic, high integrity and demonstrated reliability.
- Tenacity, drive and eagerness to succeed in a dynamic team within a high growth environment.

We invite enthusiastic and qualified applicants to submit their resume by email to:

careers@csdlabs.com