



OUTREACH MARKET DEVELOPER

A perfect opportunity to advance your sales career in the fast moving and innovative market of biological research

As a Market Development representative, you will be responsible for supporting our Sales departments through lead generation. This includes market analysis, identifying key accounts and contacts, Territory Segment Mapping, plus cold/warm calling potential leads. You will be part of a new Cold Calling 2.0 initiative to re-invent healthcare prospecting. Reporting to our Market Development Manager, this is a great step on your sales career ladder and the perfect starting point for an ambitious person who will be set a high bar for all our customer interactions from the first call.

This will involve using a diligent and creative research approach to identify key players and gather functional market data for markets segments such as Biopharma Research, Academic Medical Centers and Digital Pathology Diagnostics. Then you progress these prospects through the sales funnel with will versed sales methodology to help drive Visiopharm's innovative technology growth.

Your tasks would be;

- Mapping of territories through investigative calls and interview of potential prospects
- Using dynamic sales approaches to bring a customer through different levels of product awareness
- Creating conversational techniques to find key decision makers throughout an organization
- Working through customer pain funnels to help prospects better understand current struggles
- Designing email templates according to product value themes for greatest interaction
- Maintaining a focused schedule to achieve optimized productivity

Qualifications;

The right person likes to work independently and can take direction and perform with minimal constructive input. You must be eager to succeed with a strong sense of teamwork and enjoy being part of the innovative and entrepreneurial spirit that is the trademark of Visiopharm.

Familiarity with enterprise email marketing and/or marketing automation solutions a plus, but you are a networking expert with superb verbal, phone & written communication skills. English is essential to the position and preferably you also speak another language on a professional level such as German or French.

Use your competitive nature and positive team-oriented attitude to win the deals:

- Cold Calling / Prospecting experience
- Proficiency in CRM 365 & strong skills with Google, LinkedIn Sales Navigator, and Prospect
- Familiarity with enterprise email marketing and/or marketing automation solutions a plus
- Bachelor's degree in life sciences or another relevant Bachelor of Science

Contact us

Karin Zimmermann
HR Manager
+45 40826146

How to apply

Send an email to careers@visiopharm.com with your cover letter and resume.

About the team

Visiopharm is contributing to find the right cancer treatment for the right patient at the right time (precision medicine). We do this by offering a suite of software tools for tissue-based cancer diagnostics. These tools are based on digital image analysis, the latest break-throughs in AI and Deep Learning, combined with a deep understanding of diagnostic workflows in the pathology lab.

Over the past few years, Visiopharm has evolved into a global company with more than 60 people working across 30 countries. Since January 2018 more than 20 people have been hired and we are still growing, having high ambitions for the future.

Visiopharm A/S is headquartered in Medicon Valley, Denmark, DTU Science Park in Hørsholm, and has branch offices in Sweden, UK and a North American office in Broomfield, Colorado.

Location

You will be working from our HQ in Hørsholm.