

# Sales Representative

(m/f/d) Aachen or remote



## You can close enterprise software deals and want to work at an inspiring startup in digital life-science?

We're a proven startup that provides a data registration platform to uniquely identify and link critical enterprise data objects – from products, customers, medications, diseases to devices, genes and countries. This helps our big life-sciences customers to collaborate more effectively and shorten the time to bring new drugs on the market – for example, COVID vaccines.



### Your Mission

- Identify customer needs and help them create business cases for using ACCURIDS.
- Educate customers on the topics of FAIR Data, Persistent Identifiers, MDM, DG etc.
- Execute the entire sales process from lead qualification to contract closure.
- Create an effective sales process and collateral with marketing and the product team.
- Present and demo ACCURIDS to prospects
- Collaboratively create the sales strategy with your colleagues.



### Your Skills

1. Experience with enterprise software sales with proven track record
2. Strong verbal and written communication skills
3. Ability to translate business needs to technical capabilities of ACCURIDS
4. Experience in managing customer relationships
5. Interest in the life-sciences



### Your Benefits of Working with Us

Join an inspiring work environment with a small but great team and leading life-science customers. You'll get

- colleagues that give you freedom, responsibility and feedback
- a competitive salary
- flexible working schedule and workplace with full remote option
- team events and adventure trips
- an adjustable stand up desk



### Contact

Interested to work with us? Then please

→ send your application to [hr@accurids.com](mailto:hr@accurids.com)

→ or call us at +49 (0) 241 943140