



Job Description

Business Development Representative

Department:	Sales
Type:	Permanent
Location:	EMEA
Hours per week:	40
Reports to:	Sales Manager
Salary:	Competitive + OTE
Posted:	July 21

Our Core Values



Achieve anything with a healthy and happy team



Push boundaries through direct communication and diversity



Act responsibly and protect the data



Amaze through user-friendly and rewarding experiences



Maximize research impact

About the role

At Castor, we're all committed to one purpose - faster, smarter, medical research. Our cloud based SaaS products are revolutionising data-capture for academic and commercial clinical researchers worldwide.

Our Business Development team are champions of creating new customer relationships. Having recently secured our \$12million Series A, we're on the lookout for a new Business Development Representative to join the team, continuing to support our international growth.

In this role, you'll help grow Castors clinical research market. Supporting commercial marketing efforts, you'll be identifying and engaging new commercial customers, converting inbound enquiries and outbound sales contacts into qualified leads.

What you'll be doing

- Developing an in depth understanding of Castor's products and features;
- Researching clinical customers and mapping decision maker networks;
- Collaborating in the creation of target lists and sales messages;
- Outbound prospecting through email, calls and campaigns;
- Conducting high level conversations with senior clinical executives;
- Managing, tracking and reporting on all sales activities and results;
- Developing sales materials and sharing best practice within the team;
- Supporting in the ongoing development of Marketing to Sales onboarding;
- Working to achieve and exceed a number of set KPIs and targets;
- Growing Castors annual recurring revenue number;
- Collaborating internationally with Head Office colleagues in Amsterdam;
- Supporting the growth of a successful health tech start-up;

What you'll bring

You'll definitely have:

- Passionate about health tech and/or medical technology;
- Experience in B2B software sales;
- Experience of conducting sales calls and proactive outreach;
- Experience of working towards and meeting set KPIs and targets;
- Excellent active listening skills with the ability to absorb and engage with new information;
- Articulate and persuasive oral and written communication skills;
- A self-motivated, solutions-focused and resilient personality;
- The ability to demonstrate and use emotional intelligence during interpersonal interactions and sales meetings;
- Strong organisation, prioritisation and time management skills;
- An accountable approach to your work, responsibilities and self-driven success;

It would be good if you had:

- Experience of working in medical research, life sciences or healthcare sales;
- A solid educational background with a track record of continuous learning;
- An interest in SaaS products and enhancements with technology.

Your main contact for this vacancy:



Jessica Gillmore

Talent Partner

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