



Job Description

Account Executive

Department: Sales

Type: Permanent

Location: Hoboken or US (Remote)

Hours: 40 per week

Reports to: Head of Sales

Salary: Competitive + bonus and stock

Posted: October 2020

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 business relationships. Having recently secured our \$12million Series A, we're on the lookout for a new Account Executive to join the team, continuing to support our international commercial growth.

In this role, you'll complete full sales cycles to generate new customers within the medical device, biotech and pharmaceutical space. As a collaborative and entrepreneurial thinker, you'll proactively bring our EDC solutions to market and truly maximise the impact of clinical research!

What you'll be doing

- Researching and qualifying leads to generate new business opportunities
- Presenting Castor's solutions to prospective customers
- Closing deals and establishing relationships which grow our ARR
- Conducting demo's of Castor's solutions via Zoom conferencing
- Account Managing your newly formed customers, paying attention for up-sell opportunities
- Attending virtual events to network and evangelise Castor's platform
- Helping our clients make the best decisions for their research practices
- Collaborate with internal teams, including BDRs, Customer Success and Marketing
- Keeping up-to-date with industry trends to engage customers
- Meeting and challenging yourself to exceed performance targets
- Developing your own working knowledge of eclinical technology to maximize research impact

What you'll bring

You'll definitely have:

- Experience selling complex, B2B, software solutions
- Experience of conducting virtual/video based product or service demos
- A strong track record of performing at and exceeding quotas
- A strong track record of forming successful business partnerships
- Effectively managed full sales cycles, including outbound lead generation
- Develop business relationships through a consistent, repeatable process
- A proactive approach to targets and confident communication skills to identify, develop and close deals
- Excellent written, verbal, interpersonal and presentation skills
- Strong self-motivation and a passion for personal development
- Excellent emotional intelligence and great listening skills
- The ability to develop and thrive in a hands-on, fast-paced and dynamic startup culture

It would be good if you had:

- Experience working in life sciences including the CRO, Medical Device or BioTech industries
- An understanding of how medical research and clinical trial processes work

Your main contact for this vacancy:



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