



Job Description

Senior Account Executive

Department: Sales

Type: Permanent

Location: Europe

Hours: 40 per week

Reports to: Sales Manager

Salary: Competitive + bonus and stock

Posted: August 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 commercial 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 SMB across the medical device, biotech and pharmaceutical space. As a collaborative and entrepreneurial thinker, you'll proactively bring our decentralized trial solutions to market and truly maximise the impact of clinical research!

What you'll be doing

- Understanding and presenting Castor's solutions to prospective customers;
- Researching and qualifying leads to generate new business opportunities;
- Closing new business deals and establishing relationships which grow our ARR;
- Conducting webex and digital demo's of Castors solutions;
- Managing and evangelising your own commercial customers, paying attention for up-sale opportunities;
- Attending virtual events to network and evangelise Castor's platform;
- Driving revenue from prospective clients using a consultative sales approach;
- Helping our clients make the best decisions for their research practices;
- Collaborating with internal teams, including BDRs, Customer Success and Service teams;
- Keeping up-to-date with industry trends to engage customers;
- Meeting and challenging yourself to exceed performance targets;
- Developing your own working knowledge of healthtech to maximize research impact.

What you'll bring

You'll definitely have:

- Passionate about health tech and/or medical technology (experience in the space a plus);
- Experience in B2B software sales, ideally in the life sciences space;
- Experience of conducting video based product demos;
- A strong track record of performing at and exceeding quotas;
- A strong track record of forming successful business partnerships;
- Effectively manage full sales cycles, including outbound funnels;
- Develop business relationships through a consistent repeatable process;
- A proactive approach to targets and confident communication skills to identify, develop and close deals;
- 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:



Jessica Gillmore

Talent partner

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