

## Sales Specialist Digital Pathology-EMEA

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Apply on [LinkedIn](#) or send your candidature to: [contact@tribun.health](mailto:contact@tribun.health)

We are on a mission to end cancer as a deadly disease...Tribun Health, a cutting-edge technology company has helped shape the future of cancer diagnostics by developing groundbreaking digital solutions for pathology.

We pioneered advanced AI technology to automatically extract relevant data from pathology slides, accelerate and improve image quantification for diagnostics, prognosis and biomarker analysis. Today we are meeting many ambitious challenges to deliver solutions that have the potential to radically transform the way the cancer is diagnosed to offer a personalized treatment.

As a global leader, we are driven by developing the most valuable experiences for our customers (public hospitals and private companies around the world) and creating the best work environment for our team members. Customer satisfaction, innovation, patient impact and teamwork are at the core of our success. In this regard, Tribun Health has won the prestigious customer experience award "Best in KLAS" for Digital Pathology for 2022.

Tribun Health has a proven track record in digital health transformation and is growing very fast thanks also to its values. If you want to be part of the team, then join us as a Sales Specialist. Reporting to the CCO, your aim objectives are to accelerate sales competency and pre-sales support for the business:

- Represent our company, with a comprehensive understanding of our offerings.
- Maximize the sales performance by supporting the sales team establishing strong relationships and gaining insight to the needs and lifestyle of the client.
- Help the Sales team to design industry-specific outbound efforts.
- Adjust sales techniques based on interactions and results in the field.
- Qualify, develop, and maintain thorough company and product knowledge, research consumer needs, and identify how our solutions can meet them.
- Grow existing relationships, maintaining an accurate, detailed client book, and developing an active, repeat customer base.
- Utilize a CRM tool to ensure standard processes during all sales stages.
- Proactively communicate key information upstream and downstream through regular cadence, newflash... and other available / relevant channels.
- Co-write as an author, with market owners, high-quality clear solution proposals including winning themes. This would be across CI and adjacent business areas.

- Be responsible for managing all aspects of bid management, proposal development, including reviewing RFX, developing proposal bid plans, preparing annotated outlines, leading storyboard development process.

Let's have a look at what's needed to win in this role:

- Bachelor's degree with 10+Years' experience in the Healthcare SW business
- Strong skills in MS Office with experience in being a Single Point of Contact (SPOC) for frontline sales colleagues in compiling high quality clear solution proposals, RFP, RFI responses...
- Excellent communication, interpersonal, and organizational skills
- Fluent in French and English
- Experience working with CRM platforms
- Curiosity / proactivity
- Ability to travel at least 50% of the time
- Reliability/Stability
- Empathy
- Team player
- Work closely with across teams
- Ability to influence without authority
- Eye for detail, fast, and accurate
- Continuous improvements mindset

What's in it for you?

- The opportunity to work with an international team with a high technical and scientific level.
- A start-up way of working
- Hybrid work (2 days of remote/week) with regular travels
- Office located at the bottom of the Eiffel Tower 😊
- An attractive package

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