

samedi GmbH is a leading e-health/health-IT company with over ten thousand of doctors and medical professionals using its applications for over five million patients. The Software as a Service (SaaS) **samedi@** enables a high secure online patient coordination among hospitals, doctors, patients, and insurance companies. The collaborative patient and treatment coordination includes appointment booking, online calendar, resource and work flow planning, patient notification system (CRM), form management, medical record sharing, and Managed Care solutions. **samedi@** has also been awarded several international and national prizes (from LeWeb, Financial Times, ISQua). For developing the sales distribution of this innovative, unique product in the Eastern European healthcare market we are looking for a

Country Manager Eastern Europe (m/f)

As Country Manager you are in charge of leading, developing and implementing all sales and sales-supporting activities in Eastern Europe. We are looking for highly motivated, creative and performance-oriented employees who present our product in hospitals, clinics, physician networks, and insurance companies. You manage and supervise projects to acquire new customers and are the permanent contact person for our customer base in Eastern Europe.

Your area of responsibility includes:

- Sell the solutions of the company to hospitals, clinics, physician networks, health insurances etc.
- Identify customer needs and conduct needs assessments, developing a sales strategy and market development according to given conditions
- Develop strategic marketing concepts in close consultation with the management board
- Build and develop sales team, sales network and sales channels
- Build and integrate professional service team to support customers and sales team
- Expand existing customer relationships and cooperation partners

Your profile:

- Several years of professional experience with proven success and experience in sales and key account management as well as responsibility in the setup of sales structures in Eastern Europe – ideally in the distribution of software or technology innovations
- Knowledge in IT, software and healthcare industry and processes in (medical) institutions are required
- You have a strong personality with sales bargaining power and enthusiasm
- You have an independent success-oriented and entrepreneurial work style along with a willingness to overtop requirements

We offer:

- An attractive position with far-reaching responsibilities and various personal development opportunities in an expanding company and growing market
- Exciting and diverse activities as well as new challenges in the field of "Health IT for Managed Care"
- Being part of a leading eHealth-provider representing Europe's technological spearhead in Health IT
- An entrepreneurial start-up team atmosphere with team-events, Monday breakfasts, table football etc.
- Dynamic, creative and young team that works with a lot of passion and fun to realize new ideas with the goal to fundamentally improve the healthcare sector for patients, providers and payers

If you think you are the right person for this job and fulfill the requirements, we are looking forward to your application. Please specify the first possible date of availability as well as your salary expectations.

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