

Junior Sales Development Representative (SDR) fluent English & Spanish

About EXHEUS:

Exheus is a young and highly disruptive tech company. We analyze gene expression in blood samples by applying next-generation sequencing technology (NGS) and artificial intelligence algorithms to offer our customers real and actionable information on their health status. The test can be performed many times a year and the evolution of the selected parameters allows to track the progress. We are a young and dynamic company with a multidisciplinary team.

WHAT YOU'LL DO

As an SDR, your role will be to generate new business pipeline through opportunities by helping prospects understand the value of Exheus. You will leverage excellent communication skills, deep product knowledge, and business intelligence to build relationships with leads. This position lays the foundation for a successful high tech sales career.

- Develop new business leads by understanding potential customer's business challenges and identify how Exheus can solve them.
- Presenting product information to customers once you have identified their needs.
- Conduct business development best practices with phone, email and social drips to connect with new prospects.
- Use prospecting and research tools, coordinate with assigned reps to qualify opportunities; prepare for and book pitch meetings with target prospects.
- Maintain an up-to-date knowledge of our product and its value proposition to customers.
- Moving solid leads through the marketing funnel, connecting them to a salesperson, and arranging in-person meetings, emails, or phone calls.
- Performing regular follow-up calls or emails and facilitating communication with existing customers to ensure their satisfaction and identify new potential needs.
- Collaborating with sales executives to ensure the company's goals and targets are met.
- Work internally with other departments to ensure proper quality and quantity of meetings.
- Document all interactions and findings with leads in our CRM and create a seamless handoff process for Account Executives.

REQUIRED SKILLS

- A bachelor's degree preferably in health sciences.
- Successful completion of coursework in sales techniques, marketing, and communication may be advantageous.
- 1-2 years of sales experience
- Passion for Sales and the desire to grow and excel
- CRM experience, especially HubSpot or Salesforce, is a plus.
- Strong communication, interpersonal, teamwork, and customer service skills.
- Empathy, active listening skills, and a unique willing to uncover customer needs

- Highly motivated, organized and result oriented.
- Fluent Spanish and English.
- Hands-on mentality, strong bias to action

WHAT WE OFFER

- Base compensation and aggressive variable
- Remote & hybrid work
- Flexible working hours
- Fast track to the position of Account Executive

Application should be submitted to jobs@exheus.com