

Solution Sales Specialist

About Byteflies

We are the digital health company behind Sensor Dot, a powerful wearable platform for 24/7 acquisition of physiologic and behavioral data. We have developed remote monitoring applications for COVID-19, epilepsy and cardiovascular diseases, and have a pipeline of additional clinical indications. Currently, we are looking for a Solution Sales Specialist to bring our CardioCare@Home solution to the market, in Belgium and abroad.

Byteflies is structured in autonomous cross-functional teams that have all skills to complete their own part of the Byteflies mission. All of these teams have great autonomy in reaching their goals. We are looking for an entrepreneurial colleague with lots of energy and passion to spread the cardio telemonitor gospel. In this role, you'll be a member of our Connecting the Heart team.

How you fit in our team

Are you an enthusiastic and entrepreneurial person with a good dose of go-getter attitude? Then you might be our new Solution Sales Specialist!

In your role, you will connect with the main stakeholders, such as cardiologists and neurologists, and sell them our CardioCare@Home solution by being an active listener who understands where our solution can bring value in their current treatment options.

You're not afraid to be creative, to explore new solutions, and to go the extra mile to seal the deal and achieve your targets.

Bringing our CardioCare@Home to patients, and with that, bringing relief in the way they're monitored should be your biggest driver.

We'll hire for spirit, ability to learn, and hunger to succeed over experience. We encourage you to apply even if you have no medical background or sales experience. Your mindset and agility is more important than degree and experience.

Your role

Your basic responsibilities will include:

- You're a driver in increasing the Byteflies Coefficient (The BFC is our leading metric. It is a way to make our mission measurable. It is the number of patients that used one of our products, multiplied by the impact that the product had on their life).
- Market exploration and customer segmentation and classification to build your operational sales plan

- Generate leads and open doors
- Understand the needs of non-existing customers to acquire new hospitals and patients but also expand our footprint by introducing new use cases with existing customers
- Effectively communicate the Byteflies value proposition and products and services
- Work in close collaboration with the Solutions Facilitator in the team
- Work with our Sales Lead on creating the tactics and initiatives to bring CardioCare@home to doctors, hospitals and patients
- Share customer feedback with the team and relevant internal stakeholders
- Handle the sales cycle end-to-end: from creating leads, visiting clients and prospects over administrative work and after-sales support

Your skills and experience

Our Solution Sales Specialist should be someone who:

- Is a strong communicator
- Is an active & attentive listener
- Has commercial drive and loves working towards measurable goals
- Is a team player and has high self-starting capability,
- is entrepreneurial & creative in exploring new ways and opportunities to bring our cardio services to cardiologists and patients

We offer

- A position in our Antwerp (Belgium) team
- Competitive salary and benefits package
- Rapid career development paths
- The chance to have a direct impact on people's health care
- Awesome co-workers
- Great team events

Our values

We at Byteflies are Impactful Warriors and Positive Team Players. We want to change the world for the better. We like to do that by finding the smartest and fastest route to get to products and services of the right quality. We enjoy the ride and are humble, hungry, and people smart.

Sounds interesting? Send your CV and motivation letter to jobs@byteflies.com