

Senior Sales Representative

If you are an experienced and results oriented sales professional that wants to be part of a growing digital health start-up that is tackling the largest health area – Cardiovascular disease – then this role is for you.

Cardihab provides a digital health solution that significantly improves access to life changing cardiac rehabilitation and chronic care programs for people recovering from cardiac events and/or managing cardiac disease. **What you do in this role directly contributes to patient outcomes and quality of life improvements**, the company's success and to the way digital healthcare is adopted across Australia.

What is the job vacancy?

As a Senior Sales Representative **you will have a National remit**, and part of a growing team that is transforming the way cardiac rehabilitation and chronic CVD management is delivered across Australia. Our pioneering digital therapeutic solution is setting the new standard of care and this role is key to this transformation.

As a Senior Sales Representative, you will be responsible for:

- driving and growing sales revenue across Australia, from creating new business opportunities and existing relationships with cardiologists, cardiac rehabilitation providers and allied healthcare teams
- managing key stakeholder relationships across all sectors of the healthcare system
- working with a dedicated team of software engineers and clinical implementation specialists to help grow the adoption of our digital model of care.
- forecasting future sales opportunities and executing sales strategies to drive growth
- negotiating and managing tenders / contracts with new customers
- excellence in customer engagement to build loyalty and positive experiences

Are you the ideal applicant?

This is an experienced healthcare sales position ideal for:

- a senior pharmaceutical or medical device sales representative with experience selling to cardiologists within the public and private hospital setting and a proven track record
- a driven healthcare salesperson with the ability to manage national accounts and create new business opportunities across Australia
- an optimistic person who is excited by finding new opportunities, closing the sale, and delivering high standards of service to your customers.

Why Cardihab?

We are a pioneering digital health company disrupting the healthcare system. Combining science and innovation with technology and patient care, giving you an opportunity to be part of something that is not only a game-changer in patient care but also an entrepreneurial journey of rapid growth.

Next steps

If you are interested in applying, please send your CV and a cover letter to Helen Souris, the CEO via hr@cardihab.com with **“Senior Sales Representative Application”** in the email subject title.