



Job description

Sales Manager

We are looking for a high performing Sales Manager. The successful candidate will meet ORamaVR's customer acquisition and revenue growth objectives to help ORamaVR achieve its mission which is to accelerate worlds transition to medical VR training. ORamaVR is a SaaS company that is empowering everyone around the globe to respond to their medical training, teaching, reskilling and upskilling demands with high quality immersive medical Virtual Reality simulators.

Reporting to the VP Sales & Marketing, the Sales Manager responsibilities include developing key growth sales strategies, tactics and action plans for his attributed markets. Sales Manager duties will include hitting annual sales targets, building relationships and understanding customer trends. Supported by the companies inbound and outbound sales and marketing processes that encompass marketing, sales and customer support teams, the Sales Manager will grow ORamaVR's number of satisfied contract renewing and contract expanding clients.

Responsibilities:

- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends
- Reporting on forces that shift tactical budgets and strategic direction of accounts
- Report on the sales activities

Requirements and skills:

- Proven sales executive experience, meeting and exceeding targets in a SaaS company
- Previous experience as a sales executive, sales manager or sales and marketing director
- Experience in the markets of AR/VR/MR/XR technology and/or medical personnel training
- Ability to communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services
- Proven ability to position products against competitors
- Demonstrable experience developing client-focused, and achievable solutions
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Experience in using CRM, Office and other usual business applications
- BA/BS degree or equivalent

Location: Thessaloniki or Heraklion and remote

To join the ORamaVR team, please send your application to jobs@oramavr.com