

Poland Jobs Expertini®

Sales Development Representative (German Speaking)

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Company: Doctify

Location: Poland

Category: other-general

About The Role

As we continue to grow globally, we are looking for a Sales Development Representative (German Speaking) to join our team. You will play an integral part in developing new business opportunities within the German market.

Our Mission

Would you agree that our health is the most precious thing we have? And that each patient should be empowered to make confident decisions on their healthcare? Well, we aim to be the first healthcare review platform trusted by patients and healthcare professionals globally. Our mission is to help over 100 million patients by 2025. If this sounds like a mission you would like to be a part of, then apply now!

We're Doctify

We're a leading global healthcare review platform, empowering patients to make confident and informed decisions on their healthcare, having helped more than 50 million patients to date. In early 2023 Doctify secured an additional \$10m in a growth round led by Beringea, the transatlantic venture capital firm. The round will help Doctify accomplish our mission to **help over 100 million patients by 2025.**

The funding, which brings total investment in Doctify to more than \$29m, will be used to accelerate growth in key international markets, invest in groundbreaking product enhancements, and expand our global team.

We're a team of over 100+ passionate people across 5 countries on a mission to **leave no patient left unheard!**

You'll Be Responsible For

Qualifying, prospecting and creating opportunities for the Account Executives

Utilising top of the range sales tools such as Salesforce to boost productivity

Exceeding monthly targets and daily KPIs, with the support from your manager and the wider team

Taking ownership of building your own pipeline and continue to improve the sales funnel; and ultimately, playing an integral part of Doctify's revenue growth

Becoming an expert on the Doctify product and a thought leader within the HealthTech field

About You

You have fluent German language skills (C2 +)

You are ambitious, a self-starter and go-getter, always striving for success!

You possess natural communication skills, and you are not afraid of the phone; resilience is key!

You thrive working in a fast paced environment and have an open mind when it comes to the changing environment a scale-up can sometimes bring

Last but by no means least - you believe in our mission and want to be a part of revolutionising the healthcare market with us!

What we offer

At Doctify we are committed to providing a truly memorable and transformative experience on your career journey. Some of our benefits, perks and ways of working include: (some benefits may vary based on country or location)

Setting you up for success

Competitive compensation package (Basic + Commission - benchmarked annually)

3 month Doctify & team-specific onboarding

Continuous learning sessions, training programmes and self-development ('Doctify's Healthcare Heroes', 'Learn from Leaders', soft-skills, career expertise, etc.)

Transparent internal mobility opportunities and career paths for professional hyper-growth

Pension scheme with employer contributions (Statutory - under review)

Holiday and Flexibility

23 days annual leave: 20 days leave + 3 days off between Christmas and New Year (plus bank holidays)

Remote-working

Enhanced Parental leave

Uniquely Doctify

Doctify Daily to come together as a team 15 minutes a day to share, connect and learn

Weekly Wellness Wednesday inspiration & quarterly wellness coaching (Nutrition workshops & cooking demos; guided meditation sessions; even tai chi and dynamic stretching!)

Monthly all-team events held virtually keeping you connected to the team across the globe

Monthly Impact Awards (People's choice to celebrate one another - you get a cool hoodie too!)

Culture of meaningful connections join our sponsored team clubs & sports activities, as well as our Green Committee who are dedicated to making Doctify a better-for-the-world business

Employee referral scheme £700 or the local equivalent for each successful employee referral hired

Our Commitment To Diversity, Equity, Inclusion & Belonging

Diversity, Equity, Inclusion and Belonging. They're more than just buzz-words for us. Our commitment to these values is steadfast and they are an integral part of how we create what is Uniquely Doctify in our ways of working, policies and processes, building our teams and ultimately, bringing our mission to life.

We are a global company with people from all around the world and we believe that different perspectives and an inclusive and fair environment will help generate better ideas,

supporting us on our journey to being a force for good and improving patient care for all.

We will always embrace uniqueness - so bring your whole self to Doctify!

More about Doctify

Doctify was launched in 2015 by Stephanie Eltz and Suman Saha, who met as trainee surgeons, to address the lack of a trusted or transparent online platform for patient reviews.

While the likes of TripAdvisor, Trustpilot, and Glassdoor had enabled consumers around the world to search easily for verified feedback on products, services, and experiences, this model had yet to cut through in global healthcare.

We are a global healthcare review platform, empowering patients to make confident and informed decisions on their health and social care.

Backed by transatlantic venture capital firm, Beringea, leading European investment funds Amadeus Capital Partners, Keen Ventures as well as investors such as Sir John Hegarty (founder of Saatchi & Saatchi), and Tom Teichmann (early investor in Lastminute.com, Notonthehighstreet.com, Made.com and Simba Sleep).

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