



Working Position: Healthcare IT Sales Manager

Company: Dedalus Healthcare (Shanghai)

Sector: Healthcare IT

Company website: www.dedalus.com

Start time: ASAP

Working hours: full-time

Working location: Beijing/other cities in China

The Dedalus Group is the leading healthcare and diagnostic software provider in Europe and one of the largest in the world. With an approach focus on the continuum of care to providing complete and patient-oriented future-proof solutions to the healthcare industry.

Dedicated to addressing challenges of the modern healthcare ecosystem, while enabling digital transformation that is centered around the patient, the Dedalus Group have been highly acquisitive since their inception in 1982. Operating across 5 continents, in 40 countries, with over 3,000 global customers and multi-million Euro R&D programme, Dedalus has become the largest European provider of healthcare information systems.

Today, Dedalus employs more than 6,000 highly skilled qualified people; it has the largest software R&D team in the industry in Europe with more than 2,000 colleagues. Thanks to our portfolio of leading next-generation solutions, Dedalus covers the entire spectrum of healthcare professionals' needs, and today we support over 6,100 hospitals and 5,300 laboratories worldwide.

In China since 2012, Dedalus has offices in Beijing, Shanghai and Heilongjiang and offers fully localized solutions in the field of Integrated Care.

Overall Role Purpose:

Sells and secures new business opportunities for the company, ranging from large - scale outsourcing and strategic outsourcing opportunities to product sales, consulting, and systems integration. Focuses to identify and develop key opportunities and build long-term relationships with senior client

stakeholders within targeted organizations. Manages the full sales lifecycle from initial client contact to contract signature. Builds and manages a sales pipeline and ensures acceptance of company proposals and value propositions by all the relevant decision makers within a client organization.

Key Accountabilities and Responsibilities:

Technology: Reports on the development status of business opportunities through the appropriate channels and systems/databases. Leverages company's capabilities to client requirements.

People: Works with multi discipline teams. Collaborates with appropriate team members to analyze IT and organizational trends, issues, and needs of potential clients and their decision criteria. Utilizes extensive business and industry knowledge to build long term relationships outside the company to facilitate meeting customer commitments.

Customer: Ensures that proposals are designed and presented as the best possible solutions to a potential client's specific business and organizational needs. Profiles Company capabilities as an IT partner at high organizational levels. Contributes to draft project proposals and offers for national and international tenders.

Business: Contributes to building company's reputation in the marketplace by analyzing the business/IT challenges of potential clients in relation to their core activities and business and social environments and proposing appropriate sales solutions.

Financial: Forecasts and commits to achieving annual sales/business targets.

Typical Outputs and Deliverables:

Opportunity Sales Strategy | Client Plans | Sales/Business Targets | Deal Closures | Win/Loss Reports

Educational Background/Experience

- Master degree in Computer Sciences, or other relevant fields;
- 3+ years of Sales experience in the Healthcare IT industry in China;
- Proven well established relationships with local hospitals and Healthcare IT companies in China;
- Previous experience with international companies.

Languages

- English fluency is a plus.

Personal skills

- Excellent interpersonal and team-working skills;
- Excellent problem-solving skills;
- Willing to work autonomously and under pressure.

This position is open to **Chinese Nationals** only. CV must be submitted in **English** to: maria.santonastaso@dedalus.eu.