



EMEA Sales Executive

Covidence is a SAAS platform that enables health & science research teams to rapidly synthesise and uncover actionable insights from existing research in the world. We're a not-for-profit, well funded and a world leader in our field.

About the role:

Covidence is seeking an experienced B2B sales executive to help drive our growth and establish our presence in EMEA. The ideal candidate will have experience selling software solutions to libraries across the academic spectrum, with a focus on Academic Health Science Libraries; and additional engagement of Hospitals, Societies, and Government agencies throughout the EMEA region.

Reporting to the Chief Revenue Officer, this role is focused on the execution of the Go to market for EMEA

Reporting Line

The executive will report to the Chief Revenue Officer

What You'll Do

- Help establish the go to market playbook for EMEA by increasing our customers and revenue in the EMEA region
- Develop and manage relationships at the decision maker and user levels of the defined region
- Execute against the major steps of the sales process including finding new business opportunities, qualifying new opportunities, and closing new business
- Drive revenue growth in partnership with marketing by articulating the value of Covidence product to customers through deep-dive product demonstrations and end-to-end envisioning
- Identify new opportunities and potential clients and match these to Covidence to help drive new business
- Create bespoke solution artefacts in partnership with marketing such as presentations, tender documents, proposals, webinars, and sales materials based on customer needs and pain points
- Represent Covidence at industry events, conferences, and workshops

- Provide feedback to Product Management, Marketing, and Sales on clients' use of products, competitor information, and product enhancement needs

What You Need To Succeed

- Demonstrated sales track record with selling software solutions to libraries across the academic spectrum, with initial focus on Academic Health Science Libraries; and additional engagement of Hospitals, Societies, and Government agencies throughout the EMEA region
- An existing rolodex of library contacts
- Experience and success in selling high value enterprise solutions software
- and dealing with SaaS subscription sales
- The ability to launch and lead an international territory
- Understanding of strategic sales approach (influencer and decision maker by customer type)
- Understanding of both competitive and complementary solutions in the evidence synthesis space
- Work cross functionally and collaboratively bringing in the right resources to support at the right stage in the selling process
- Proven track record in new business development skills and sales quota attainment
Must have strong skills in the following: communication, presentation skills, negotiation, organizational and attention to detail
- High comfort level and presence with accomplished academics
- An accomplished track record of selling multi-level to business, technical, IT people, and C-level executives

Knowledge, Skills, and Abilities:

- Background in research management
- Excellent communication skills, both verbal and written
- A consultative approach with stakeholders, using your strategic problem solving and analytical skills to help solve their challenges
- Willingness to travel (Covid-19 permitting!)

Qualifications & Experience:

- 3-7 years' experience in academia, academic research, government policy, research management and/or research funding
- Speaking experience in domain area or previous pre-sales, sales engineer, or SME experience

We provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, pregnancy, sex,

sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law.

APPLY