

## Product Sales Specialist

Location: Taguig, Philippines

Lifetrack Medical Systems is a Singapore headquartered health-tech company that has developed and deployed the first scalable, distributed medical imaging software designed for affordable access in emerging markets. Our LifeSys™ platform is used by large healthcare chains, public health systems, and radiology group practices to scale their radiology operations seamlessly, without the pain or cost of legacy medical imaging software. LifeSys™ is now serving hundreds of thousands of patients annually across Southeast Asia, South Asia, Africa, the United Kingdom, and the United States.

Lifetrack's mission is to build simple, elegant, powerful, and intuitive software platforms for the entire healthcare ecosystem, starting in medical imaging in emerging markets, where the needs are greatest and the resources are scarcest. We are trusted and backed by the Asia Impact Investment Fund of the UOB Group and Credit Suisse, the corporate VC arm of Philips Healthcare, and Kickstart Ventures of the Philippines' Ayala Group.

### Core Responsibilities

The Product Sales Specialist is responsible for helping the Growth team in finding target accounts, developing a robust pipeline and maximizing revenue by supporting Growth Head in closing key deals. The Product Sales Specialist will work alongside with our Growth Head, Operations Team and Implementation Managers to implement a successful POC.

**1. Discussing products with customers**

- Execute POCs (Proof of Concept) for both private and government accounts with Operations Team
- Travel to meet with clients, resellers or to lead demonstrations for the product
- Administer demo/presentation to stakeholders' radiologists, radio technicians, and IT personnel
- Connecting with customers after a sales pitch to answer questions or provide advise

**2. Ensuring sales target are consistently met**

- Work closely with stakeholders - radiologists, radio technicians, and IT personnel to build a successful pipeline to meet and exceed your individual sales targets
- Help Sustain and Grow business through ethical marketing development plans to achieve financial and marketing goals
- Identify new business opportunities for Lifesys whilst establishing, developing, and maintaining relationships with stakeholders
- Working in collaboration with Head of Sales and Account Management to drive and close opportunities
- Identify new business opportunities for clinic chains, hospitals, institutions
- Make sales pitches at demonstrations or conference events

**3. Updating Records**

- Update the CRM and relevant Notion page.

**4. Prepare presentations and proposals**

**5. Other critical tasks assigned by the Growth Head.**

## Candidate Requirements

Professional qualifications and skills:

- years of experience in marketing or selling PACS, Imaging Equipment, or a health software
- Experience and understanding of Government Tenders is an advantage
- With excellent verbal and written communication skills
- Excellent interpersonal and customer service skills
- Strong analytical and problem-solving skills
- Proficient with Microsoft Office Suite or related software as required to prepare reports
- Travel off-base 30% to 40% and some out-of-hours work will be required (e.g., conferences, events, conventions, workshops)
- Willing to be assigned outside Metro Manila

## Critical Qualities

**Mental Agility.** A suitable candidate has the ability to understand the role and translate it into day-to-day actions; s/he can solve issues and/or problems in a systematic manner; and who has the confidence to handle difficult situations.

**People-person.** You should have the ability to handle interactions with both clients and colleagues in a manner that gets the job done.

**Critical thinker.** As an integral part of the team, you should think clearly and rationally, and make logical connections between ideas to create a wise decision.

**Persistent.** It is a necessary component of the role to ensure that you are able to carry out the requirements demanded of the role.

## Operating Principles

**Purpose-driven.** We are looking for individuals who are aligned with our mission and are motivated by working on healthcare technology that can positively impact millions of lives around the world.

**Do it right, from the start.** We believe in starting from first principles and putting in the hard work now to avoid more work down the future. Our LifeSys™ platform, built from the ground up, reflects this.

**Radical transparency.** We want our people to keep growing and improving. Receiving and giving feedback is critical for this. We expect people to be upfront, open and willing to learn from each other.

**Crush the bottlenecks.** We are always focused on the critical path to achieving results. We expect our members to be relentlessly efficient in clearing the obstacles to this critical path.

**Going the extra mile.** We like and reward team members who are not only good at their jobs, but will raise their hand and propose projects or solutions that help take Lifetrack forward.