



North American Sales Executive

Cartagenia is seeking a Senior Sales Executive to report to the CEO and lead our North American sales expansion.

Do you thrive on selling software products to emerging markets? Are you a driven entrepreneur who enjoys the craft of sales? Are you ready to take the next step in your career and join a well-funded startup with real customers, great products and technology that will change the world?

Cartagenia provides a unique software-as-a-service solution to help clinicians pinpoint and report on genetic variants that cause diseases in patients. The solution is tailored towards clinician use and works with existing genetic diagnostic methods and emerging diagnostics designed to reach the \$1,000 genome. The company is eager to seed its solution in the North American market in advance of the oncoming data deluge.

The position requires a unique executive possessing sales and general business skills. The first requirement is to adapt the successful sales model developed by Cartagenia to the needs of the US market. The successful candidate can prospect, identify, and close deals. Once new business is established the opportunity is to grow and lead the entire North American sales network.

Apply for the position if you:

- Have 7 or more years of quota-busting software sales experience
- Are self-motivated, disciplined, and creative
- Are familiar with laboratory information system / electronic medical records software market space.

Instructions

Send cover letters and resumes to USjobs@cartagenia.com and please include your responses to the following questions:

1. The company has secured a collaboration agreement with a consortium of academic medical institutions for sharing variation data. Explain how you would access this network and build on this success to generate leads and new business.
2. Once you have established a sales pipeline, you have a budget to hire a pre-sales application scientist to support your activities. Describe the characteristics of the ideal candidate to help you build the business.

The compensation is base plus commission and equity participation. There are no commission limits. Cartagenia is an equal opportunity employer.