

A background image showing a person with glasses, likely a sales professional, in a professional setting.

icometrix – Sales Hunter US - High-Growth SaaS Sales (Healthcare)

What will you do?

Icometrix is looking for **regional sales hunters** — someone who thrives on opening doors, closing deals, and building relationships from scratch. Given our strong US presence and the scaling interest of (US) hospitals to adopt **icobrain**, we need self-starters who are ready to hit the ground running, drive awareness, and accelerate adoption among physicians and healthcare decision-makers.

If you're a quota-crusher with a track record of owning the sales cycle from first cold call to signed contract, we want to hear from you.

- **Drive new business:** Own the top of the funnel—identify, prospect, and engage key clinical stakeholders to build a pipeline that delivers.
- **Hit revenue targets:** You'll have clear goals, and your mission is to exceed them by building market share and shortening sales cycles.
- **Be the expert:** Become a trusted advisor and subject matter expert in clinical AI software, guiding customers through complex buying decisions
- **Demo like a pro:** Lead compelling product demos (in person or virtual) that speak to the needs of physicians, schedulers, and medical teams.
- **Own the process:** Collaborate cross-functionally to ensure smooth implementation, clinical testing, and onboarding.
- **Fuel product growth:** Provide direct feedback from the field to help shape product enhancements and innovation.
- **Track everything:** Maintain accurate records and forecasting through our CRM.

What do we think you need?

- **2+ years of full-cycle sales experience**, ideally in healthcare, SaaS, or medical technology.
- Proven ability to **hunt and close new leads**—especially in large or complex organizations.
- Strong prospecting and lead-gen skills, including **cold outreach** and relationship building.
- Ability to **navigate health systems**, align with key stakeholders, and drive multi-level sales conversations.
- **Strategic thinker** with the ability to connect business needs to product value.
- Skilled communicator and presenter who can simplify clinical and technical concepts.
- Comfortable traveling (15%+ as needed) to support meetings, demos, and client development.
- Experience in **enterprise/health system sales** is a strong plus.
- Real passion for the fields of **neuroradiology**, diagnostic imaging, and neurology

What do we offer?

- Being part of an organization that changes lives of people with neurological conditions
- A job that is innovating healthcare and technology, with a global impact
- A dynamic working environment with an open culture and a pleasant working atmosphere
- A competitive remuneration package, supplemented by a wide package of additional benefits
 - **Remote-first role** with flexible work environment.
 - **Comprehensive benefits** package: medical, dental, vision, life, and disability.
 - **20 PTO days + 10 paid holidays.**
 - **401(k) with 3% match.**
 - **Performance-based Annual Bonus Program.**

<https://icometrix.com/>