



About caresyntax®

caresyntax® inc, together with its global medical device integration solutions arm, is an end-to-end perioperative workflow solutions provider with a world-wide installed base of over 6,000 operating rooms and 10,000,000 procedures per year. The 1,600 hospitals, using the installations are leading providers in the world's leading health systems. caresyntax® solutions are built and deployed in collaboration with many of the leading vendors in surgical medical device, healthcare IT, and hospital infrastructure fields. Our footprint allows us to help optimize workflow in over 10 million surgical procedures a year.

caresyntax is growing its presence in the US and needs a :

Solutions Consultant (f/m)

to act as a technical sales and deployment specialist. You will work closely with sales and distribution partners to aggressively pursue new customer acquisitions. You will use technical and commercial skills and knowledge to position and deploy the caresyntax suite of applications in hospitals and ambulatory surgery centers.

Responsibilities:

- Work with the sales team to understand customer's requirements by conducting discovery sessions, present portfolio of solutions, give best practice recommendations, and technical support for prospective customers
- Perform presentations and on-site demonstrations to clearly articulate the benefits and differentiators of the platform to a variety of stakeholders including nurses, physicians, IT, purchasing and C-level executives
- Lead technical discussions with customers' key stakeholders during the pre- and post-sales
- Respond to functional and technical elements of RFIs/RFPs
- Create statements of work (SOW), and required solution design and bill of components, based on proposed solutions
- Assist external value-added integration partners in deployment, including support with installations, technical clarifications, issues resolution and service coordination
- Provide solution trainings to sales team, partners and end-users as part of sales or deployment process

Qualifications:

- Bachelor's degree in Electrical and Computer Engineering or Computer Science is preferred
- Experience working with hospital facilities, IT/Unified Communications groups
- At least 5 years of experience and successful management of software integration projects
- Consultative selling and customer interview techniques in order to identify new opportunities, sell within existing accounts and maintain the role of trusted advisor to both the customer and sales team.
- Excellent customer facing skills and ability to breakdown complex solutions into simple words while presenting to different stakeholders
- Excellent verbal and written communication skills, including ability to produce clear and detailed technical documentation
- Excellent problem-solving skills, and ability to operate entrepreneurially with autonomous decision-making

Technical Knowledge:

- Internetworking cloud, virtualization, outsourced infrastructure solutions
- SAN, NAS, and Cloud Storage Solutions
- IP routing and switching
- Unified Communications technologies and products
- Video streaming devices, streaming protocols and video encoding technologies



- Knowledge of Building Infrastructure, Construction and Architecture procedures is a strong plus

Why work for caresyntax?

caresyntax is a hyper-growth global venture-backed company focused on disruptive data-driven innovation in surgical services. Our ambition is to help form a new Smart Surgery ecosystem, driven by automation, predictive AI algorithms, and augmented visualization. The launch of the Prime 365 SaaS suite is a major milestone in this direction. We are set forth to help change the way healthcare is delivered and looking to have enthusiastic team members. By being part of our team, you will contribute to our mission.

By being part of our U.S. team, you have a chance to be part of a fast-paced entrepreneurial setup with flat hierarchy and high upward mobility prospects. As the U.S. business grows, your contribution, responsibilities and authority can scale proportionally.

If you feel you are the right person, please send your documents stating your salary expectations as well as your earliest possible starting date per e-mail to:

caresyntax® inc

Human Resources
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