

## WHO WE ARE

Sware, Inc.'s mission is to help the healthcare industry improve the lives of patients by making it easier for them to adopt and maintain cutting-edge SaaS technologies. Over the next 10 years, the research being done today will turn into therapies that will revolutionize how we treat cancer and other illnesses. We are doing our part to help these innovations get to patients quicker and safer.

Combining automation with deep validation expertise, our software ensures the technologies used to bring new products to market meet the regulatory/compliance requirements of the FDA and global health authorities. Sware was founded by a team of validation experts who have been at the forefront of the Life Sciences software industry for 20 years and have helped over 250 companies transform how they research, manufacture, and monitor the safety of their therapies.

## OUR VALUES

- Do the Right Thing
- Listen and Collaborate
- Be Accountable
- Celebrate Diversity

## WHO YOU ARE

Being an industry leader is not easily achieved, so we need the best and brightest professionals who are ready to bring the energy, passion, and determination it will take to maintain this reputation. We are looking for candidates with a high level of energy, determination, and resilience. Ideally someone with sales experience and a proven track record of success. A strong applicant will have a strong desire to be a top performer within a winning team and an interest in personal growth and development.

## RESPONSIBILITIES

- Build Pipeline through prospecting and lead generation.
- Become a subject matter expert and be able to pitch our business value.
- Product expert and educate customers on our products.
- Sales negotiations engage in proposal creations and present pricing to customers.
- Hitting new, expansion, and renewal sales targets.
- Customer management – responsible for managing customers and building strong relationships.
- Understanding your customers, what they're investing in, and identifying expansion opportunities.
- Accurately forecasting and updating CRM
- Team collaboration – share best practices and work closely with peers and across functions – customer success, marketing, services.
- Collaborate with marketing to help deliver case studies and create demand.
- Schedule customer QBR's and collaborate with Customer Success Managers on presentation and agenda.

## Qualifications

- 7+ years proven sales experience selling SaaS solutions to life science Mid-Market and larger size companies.
- Experience selling into and maintaining active contacts in Life Sciences.
- Strong work ethic with commitment to overachieving goals.
- Able to work independently and as part of a team.
- Excellent communication skills
- Strong relationship building skills.
- GxP Validation understanding and/or experience.

## OUR BENEFITS

- Competitive salary
- Stock Options
- “Family First” company mission
- Comprehensive benefits – Medical, Dental, Vision, Life Insurance
- Flexible hours and unlimited PTO
- Remote/Hybrid work environment

We are an equal opportunity employer and value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.