

CLOSED - EMEA Sales Director, Cerebriu

THE POSITION IS FILLED AND WE DO NOT ACCEPT APPLICATIONS NO LONGER

Are you passionate about transforming neuro-MR workflows with cutting-edge AI solutions? Do you have the vision and expertise to build lasting partnerships with clinical and executive leaders across EMEA? Are you ready to drive growth for an innovative company in the dynamic med-tech industry?

Cerebriu is a leading innovator in AI-driven software for neuro-MR workflow, and we are seeking an experienced Sales Director for EMEA to accelerate direct sales and build lasting client relationships across the region. This strategic role requires a dynamic individual with proven expertise in selling SAMD solutions, strong clinical engagement skills, and the ability to thrive in an early-stage med-tech environment.

Key Responsibilities:

In this exciting role, you will oversee the entire customer journey from initial contact to a signed agreement. Our primary focus is on ensuring end-user adoption, and your main responsibilities will include:

- Driving and expanding the direct sales pipeline across EMEA for AI-based neuro-MR workflow solutions.
- Cultivating and managing relationships with decision-makers at all levels, from clinical stakeholders to C-suite executives, to secure multi-year SAMD service agreements.
- Overseeing and supporting a network of sales agents throughout the EMEA region.
- Collaborating closely with the EMEA customer success team, including clinical specialists, to deliver a top-tier client experience.

Qualifications:

The ideal candidate has multiple years of experience in imaging-based SAMD sales and a strong background in customer engagement, particularly with consultative, value-based approaches. You should bring deep expertise in account-based selling and have a proven track record of managing high-value KOL accounts while engaging multiple decision-makers, from clinical stakeholders to the C-suite.

Excellent communication and responsiveness are essential, both externally and internally. Additionally, you should have robust domain knowledge in AI SaaS sales, along with a nuanced understanding of clinical language to effectively engage end-users. An established network within neuro/radiology, familiarity with SAMD implementations (including PACS and MRI-based systems), and contacts within AI and innovation leadership will be advantageous. Experience in early-stage med-tech environments is also a plus.

Proficiency in Salesforce or related CRM systems for documentation, reporting, and data-driven insights is key, is the ability to collaborate cross-functionally, especially with marketing teams.

Contact and application

Please contact Brian Ranvits (+45 2048 0548) or Christoffer Bjørk Pedersen (+45 2080 1638) from European Search Company who carries out this recruitment if you have any questions regarding the position.

Please apply for this position using the apply button below.

About Cerebriu:

At Cerebriu, we are revolutionizing the healthcare industry by developing advanced AI-driven diagnostic imaging solutions. Our mission is to expand MRI accessibility through AI-driven Autonomous MRI, partnering with hospitals around the globe to enhance workflow automation and improve patient outcomes. We are driven by the vision that every patient should be diagnosed in time, striving to make cutting-edge radiology technology universally accessible.