



Datos Health Ltd.

Position: Customer Success Manager

Tel-Aviv, Israel

**Datos Health is growing and looking to add a Customer Success Manager to our team!  
Join us and take part in one of the world's leading health care products during these challenging times.**

#### Who we are

Datos is a provider of a fully automated Remote Care platform, which represents a groundbreaking, innovative approach to patient care and data handling. Our platform is a true game-changer in that it delivers on the full potential of patient-generated healthcare data by enabling affordable, home-based medical sensors and EMR (Electronic Medical Records) data-driven automation and digitalization of patient journeys.

#### What we are looking for

We're looking for a tenacious team member who is passionate about our customers and able to manage multiple clients at various stages of their journey with Datos. Your first priority will be to help our customers maximize the value of their Datos license and solution(s) rapidly.

#### Expected Areas of Competence

- Establish a trusted advisor relationship, handling overall responsibility for managing the customer relationship from end-to-end once the sale is made.
- Proactively engage each account to ensure that every Datos functionality and offering is used, maximizing the value of each Datos subscription.
- Look for opportunities for cross-selling and up-selling within accounts.
- Update customers about how the Datos Product roadmap will continue to address their business challenges and needs.
- Monitor customer product usage trends and demands and provide recommendations to the product team.

#### Education & Experience

- 1-2 years of healthcare experience in customer success, account manager or sales engineer role
- Education in the areas of Medical / Clinical / Engineering / Bioinformatics / Medical Informatics - advantage
- Experience with interoperability and integration into electronic medical records - advantage
- Previous work with health organization - advantage
- Strong ability to communicate internally and externally with a broader set of technical and non-technical stakeholders
- Ability to build strong and immediate relationships with credibility to interact at C suite level
- Flexible and adaptive attitude suitable for new market entry, including self-reliance and strong teamwork ethos
- Experience with Jira – advantage
- Strong analytical, planning and execution skills
- Tech-savvy person

**To apply for this opportunity, please send your CV and a cover letter to [assaf.amiaz@datos-health.com](mailto:assaf.amiaz@datos-health.com)**

**The subject line should include the job title and your name.**