

INTERNATIONAL BUSINESS DEVELOPER

SOFTWARE FOR CRO/PHARMA

BASED IN PARIS

Company

Founded in 2013, Keen Eye is an innovative life science company specialized in image analysis solutions based on Artificial Intelligence technology for contract research organisations (CROs), pathology labs and life-science research tool manufacturers. The objective of these organizations is to increase productivity, optimize their workflows and get accurate and standardized results.

Position

The candidate will be in charge of evaluating and managing new business opportunities & initiatives in the pharma industry and CROs. The candidate will manage sales projects with worldwide leads, having a primary focus on US and European markets:

- Help to define our commercial actions and marketing plans,
- Implement sales programs by developing field sales action plans,
- Provide field technical & scientific information and monitor competitive activity,
- Identify customer needs,
- Identify, build, and manage long-term relationships with key strategic accounts.

The candidate will use Keen Eye sales tools and KPI to detect, and monitor the activity.

Qualifications

Requirements:

- Double expertise required: Master's degree in biomedical Engineering or PhD in life sciences, Master's degree in Marketing or Sales or MBA,
- Fluency in English is required,
- Regular travel is expected,
- 1-3 years of experience with CROs, Pharma or healthcare software industry,
- Experience in sales activities.

Skills:

- Well organized,
- Project management, negotiations and meeting sales objectives,
- Excellent verbal and written communication skills in English,
- Autonomous, building relationship, team spirit,
- Accurate.

Position information:

- Ref: KE_BD_001
- Contract: CDI (permanent contract), full-time
- Location: Paris (District 12) – Subway: Ledru-Rollin
- Remote possible
- Travel: International
- Date: ASAP

Interested in this position? send us your resume to jobs@keeneye.tech