



## **INTERNATIONAL BUSINESS DEVELOPMENT EXECUTIVE SOFTWARE FOR LIFE SCIENCE BASED IN PARIS OR REMOTE**

### **ABOUT THE COMPANY**

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

### **SUMMARY**

The Keen Eye **Business Development Executive (BDE)** is responsible for the direct sales of Keen Eye's software products and services in Life Science. The ideal candidate will have an established track record selling software solutions as SaaS (Software as a Service) to Life science companies using consultative selling strategies.

The BDE is responsible for identifying new business opportunities, developing new clients, closing deals, managing the sales cycle including pipeline management, negotiating contracts, communicating across various business functions and levels, including C-level executives and technology departments.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

Position will cover France/ Germany/ Switzerland regions.

The Business Development Executive is a specialist role that requires self-motivation, the ability to communicate at all levels and a good understanding of the software solutions. The BDE is responsible for identifying, approaching and selling software products to the Life Science industries. The BDE must also successfully approach potential customers, manage the sales cycle, close deals (in person and over the phone) negotiate contracts, and develop exec relationships with both business and It functions. As part of sales process, create and manage face-to-face sales presentations that allow discovery of business needs and demonstrate the ability to facilitate the decision making process towards Keen Eye solutions and services.

- Working closely with management to develop and implement sales strategy
- Identify, build, and manage long-term relationships with key strategic accounts.
- Increasing new business
- Identifying and following up sales opportunities
- Prospecting; making and following up sales calls
- Preparing and making presentations
- Preparing and submitting proposals
- Following up proposals and closing business deals
- Developing and maintaining a sales pipeline in order to meet objectives
- Managing any leads through internet, email or phone within defined territory
- Representing the Company at Trade Shows/exhibitions
- Updating and management of sales contact tracking system
- Any other duty that may reasonably be allocated by the Director of Sales

- Must be self-motivated, professional, confident, flexible, and results-driven.
- Able to travel extensively
- Must be Proactive and energetic approach, flexible

### **EDUCATION AND EXPERIENCE REQUIRED**

- Bachelor's degree in Computer Science or health care or life sciences preferred. Master's degree in Marketing or Sales or MBA
- 2 to 5 years software sales experience, SaaS exposure a plus.
- Proven ability to close deals with a consistent track record of achieving and exceeding sales goals in excess of 1 million per year.
- Contract negotiation experiences a must.
- Must be proficient and effective cold-calling.
- Must be able to identify decision makers, identify and address client business pains, map buying process, secure appointments, and manage complex sales process to close.
- Solution selling knowledge required.
- Knowledge of the Life Sciences Industry is a plus

### **SPECIALIZED KNOWLEDGE AND SKILLS**

Proficiency in English required , German and French is a plus.

Industry awareness (Life Science - pharmaceutical software). Knowledge of operating in a SaaS environment preferred. Solution Selling Methodology required. Proven excellent interpersonal and communication skills. Effective time management & multi-tasking skills. Ability to work both independently and cohesively in a team environment. Knowledge of Salesforce.com a plus. Excellent communication skills both written and verbal required.

### **Position information:**

- Ref: KE\_BD\_001
- Permanent contract, full-time
- Comprehensive compensation and benefits package
- Location: Paris center
- Remote work possible
- Travel: International
- Date: ASAP

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