

TRIBVN Healthcare is a company that designs medical imaging software to enable doctors and researchers to work without the microscope. Its solutions transform the way tissue and cell diagnosis is performed. Combining a medical workflow and AI algorithms, they ensure faster and more reliable diagnosis for patients. Thanks to its excellent expertise, the company has convinced many hospitals, private labs and pharmaceutical customers in Europe and Canada. In its ambition to become a leading player in the digital transformation of cancer diagnosis, the company has just announced a €5m fundraising campaign. Take advantage of this job offer to join a successful team driven by an ambitious and life-changing project.

For more information, please visit: www.tribvn-hc.com.

In the context of its growth, TRIBVN Healthcare offers the following opportunity:

Business Development Manager Canada (M/W)

Integrated in a dynamic team of 40 people, you will be responsible for the business development of a client portfolio in Europe for the private diagnostic pathology and hospital market and you will work closely to the VP Sales.

In collaboration with the sales department and with the help of product and marketing engineering, you will be in charge of:

- Defining the sales development and strategy in Canada in relation with marketing department
- Promoting and selling images & AI solutions
- Analyzing customer's needs
- Creating a dynamic sales funnel by prospection and development
- Doing products' demonstrations
- Writing offers and technical reports
- Developing commercial relationships with partners
- Providing support to the production teams
- Nurturing and maintaining CRM and commercial tools
- Providing regular reporting

Your skills and profile:

- Scientific background and 3+ years of experience in marketing and sales in private healthcare industry
- Proven track record in complex sales with numerous stakeholders, mainly with doctors, procurement and legal department
- Ideally person with a strong network in the fields of Pathology and public labs in Canada
- Strong communication, leadership and organizational skills
- Motivated, pro-active and open-mind attitude
- Start-up state of mind
- Very good interpersonal skills, excellent presentation
- Fluent in English, French is a plus

Other information:

- Availability for travelling
- Based in Canada, ideally in Montreal
- Salary depending on your profile and your experiences
- Starting as soon as possible

Please send your application at: jobs@tribvn-hc.com