

Based in Brussels, Belgium, this innovative **MedTech** company develops and commercializes **advanced technological** solutions that **enhance the quality of life of patients** worldwide.

Their pioneering technology has won **international acclaim**. The **human-sized** team is compounded by **smart** and **dynamic** employees, and shows the ambition to develop the company's business.

To navigate the company to the next level of growth and performance, we are looking for a (m/f):

International Business Developer – MedTech

RESPONSIBILITIES

As a Business Developer, you focus on accelerating the company's business development. You set the tone and improve Market Access, Marketing, Sales and Aftersales operations. Developing business & sales in EU, USA and Australia is your first milestone.

With a hands-on approach, your focus will be:

- **Building business partnerships and strategic relationships:** you build strong relationships with customers and distributors.
- **Reinforcing the company's brand and visibility:** you develop and implement a relevant marketing plan to support a global business development.
- **Ensuring company's ability to deliver** you anticipate, plan, assess risks and make agile decisions to positively impact the business.
- **Building on the existing, adding your own spark:** You ensure dots are connected and that your team is engaged and aligned with company's goals and values. You are able to analyze, and take decisions in order to keep the company moving forward.
- **Developing and leading a team:** You attract, develop and motivate talents towards their best potential.

PROFILE

- Bachelor's or master's degree in business, engineering, science, or equivalent.
- Proven experience in a **sales-oriented** position ideally within a **MedTech business**.
- Motivation for the challenges of a **startup to scale up path**.
- Ability to create trust and engagement.
- Confidently humble, results and solutions driven.
- Excellent communication skills. Fluent in English & French. Any other language is a plus.
- Ready to travel worldwide around 10% of your time.

OFFER

- A challenging and stimulating position within an innovative growing MedTech startup.
- The opportunity to join a human scale and dynamic company with a motivated team.
- The opportunity to promote and develop a MedTech company to the international scale.
- Varied contacts within the industry, physicians and surgeons.
- An attractive salary package in line with the position responsibilities and its context.

INTERESTED ?

Please send your CV together with an adapted cover letter via [URL](#) or to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.