

INNOVATION SPRINT is a **medtech startup** offering the certified solution 'Healthentia' in the form of a smartphone app (SaMD) that **changes the lives of chronic disease patients through virtual lifestyle coaching**. It does so by using a proprietary framework for behavioral change to improve health outcomes, empowering patients to take control of their health and transform their lives, while supporting healthcare professionals by early identification of health deterioration and prevention of co-morbidities.

Customers of Healthentia are primarily hospitals and pharmaceutical companies, who want to offer better health services, and reduce the cost and burden of care.

Healthentia is currently used in 10 countries, as an advanced Remote Patient Monitoring tool (RPM), but also as a Digital therapeutic solution (DTx).

Find out more at www.innovationsprint.eu

The company has headquarters in Brussels and R&D offices in Athens, Greece.

To continue to grow, we are currently recruiting for their **Brussels office**.

Business Developer – Digital Health

RESPONSIBILITIES

The Business Developer will work closely with the company's management to identify opportunities and promote our solution Healthentia.

Your main responsibilities are:

- Lead the sales process by identifying and pursuing new business opportunities, negotiating contracts, and closing deals with healthcare organizations, insurers, and other clients.
- Identify trends, competitive landscape, and opportunities within the digital healthcare sector in Belgium and at globally through market research.
- Collect and analyze data to understand customer needs and preferences.
- Build and maintain strong relationships with key clients, understanding their needs and providing solutions to support their digital healthcare initiatives. This will involve communication, account management, and customer support.
- Identify and cultivate strategic partnerships with healthcare providers, technology companies, and other stakeholders in the industry to enhance product offerings and market reach.
- Stay abreast of industry developments, emerging technologies, and best practices in digital healthcare. Continuously seek opportunities to improve processes, products, and services to drive business success.
- Report to the CEO.

PROFILE

- You hold a Bachelor's in Business, Marketing, or Healthcare Management (Master's/MBA preferred).
- A proven track record in driving business growth, forming strategic partnerships, and closing deals.

- Minimum 3 years of experience in healthcare, specifically digital health, with deep knowledge of the Belgian market and regulatory landscape.
- Must have strong communication skills in English, French, and Dutch.
- You are willing to travel to Belgium.
- You are excellent in relationship-building, analytical thinking, and cross-functional collaboration.

OFFER

- A collaborative and international work environment.
- The opportunity to make a real difference in the Digital Health Sector.
- The chance to be part of a company with an innovative product.
- A part-time job.

INTERESTED?

Please send your CV together with an adapted cover letter to hr@innovationsprint.eu.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.