

## Business Developer (Dutch)

### WHO WE ARE

EarlyTracks is a leading provider of innovative solutions that empower care institutions in efficiently managing and leveraging high-quality medical records. With our unwavering focus on standardized and 'fit-for-use' medical records, we offer a unique value proposition to our esteemed client base of 20+ hospitals in Belgium.

At EarlyTracks, we pride ourselves on our cutting-edge expertise, rooted in our university spin-off background in Natural Language Processing (NLP). This expertise serves as the bedrock of our comprehensive offerings, which encompass not only advanced ML-based solutions, but also terminological resources and intelligently crafted interfaces designed to streamline information management processes.

As the medical IT landscape rapidly evolves, EarlyTracks stands at the forefront, harnessing this momentum to drive our own growth trajectory. We are actively expanding into new markets and developing innovative solutions that shape the future of healthcare, ensuring our clients stay ahead of the curve.

Located in the vibrant city of Brussels, in close proximity to the prestigious EU district and Merode Metro Station, EarlyTracks offers a stimulating work environment at the heart of Europe. Join our dynamic team and embark on an exciting career where you can make a meaningful impact in the healthcare industry.

### ABOUT THE JOB

We are currently looking for a **Business Developer** to continue our sales effort with Dutch speaking hospitals.

As a Business Developer, you will play a vital role in developing clients' portfolios in Flanders. You will also be involved in strategic initiatives with hospitals and key partners. Your knowledge of the sector will also be solicited in product and marketing projects.

### YOUR RESPONSIBILITIES WILL BE

- Manage sales initiatives:
  - continuing EarlyTracks' current commercial strategy and customer base in Flanders ;
  - sourcing new customers (care institutions & others) ;
  - following leads in their procurement process (incl. gathering and translating the clients' requirements to the technical team).

- Strategic initiatives:
  - elaborating and maintaining long term partnerships with (existing or potential) technical and commercial partners in Flanders ;
  - developing the sector reach of EarlyTracks medical solutions, addressing new market segments.
- Product & marketing:
  - increasing the commercial and institutional visibility of EarlyTracks and its solutions in Flanders;
  - reporting customers' needs and potential market opportunities to the management.

You will report directly to the Head of Growth.

## WHO YOU ARE

*Note: If you are confident that you have the skills and knowledge to perform the duties of this role but do not match one of the criteria below, do not hesitate to apply and explain in your application why you consider your experience remains relevant.*

- Professional expertise in the healthcare industry ;
- Excellent selling, communication and negotiation skills ;
- Relationship management skills ;
- Autonomy, pro-activity but also a good team spirit ;
- Proficiency in Dutch and English.

## PICKLIST OF ASPECTS THAT WILL MAKE YOU EVEN MORE UNIQUE

- Knowledge of French and/or German ;
- Understanding of IT projects in the healthcare and/or data-driven fields.

## WHAT'S IN IT FOR YOU

- Get the opportunity to develop a market that faces lots of demands ;
- Work in a company that is **driven by its mission** (improving the quality of medical records) more than anything else ;
- Work in a company that is **scaling** quickly with a mature technological vision and growing developments needs;
- Benefit of a working environment that is **open, invested** in people and where your **opinion matters** ;
- Enjoy **flexible working conditions** (hours and location) to find the work-personal life balance that is the best for you ;
- Last but not least, benefit of a **competitive salary**

## INTERESTED?

Send an email with your CV to [jobs@earlytracks.com](mailto:jobs@earlytracks.com), we'd love to meet you!