

## MEDICAL BUSINESS DEVELOPER

### WHO ARE WE?

**EarlyTracks** is a startup-size company that develops innovative solutions to improve **health care** data management. Now that we have strong roots in the Belgian market, we plan on developing new products and deploying our services to new geographical markets (Flanders and the Netherlands). Our solutions are quite unique in Belgium and there is strong growth in the demand for medical data-driven applications.

We work with a combination of modern technology solutions (such as **machine learning**, text mining, NLP, distributed storage, semantic technologies) and the everyday reality of our end users' challenges.

Our office is located in **Brussels** (city center).

### WHAT ABOUT THE JOB?

EarlyTracks is looking for several professionals to take the responsibility for developing new business models and markets for our software products. The Medical Business Developer will:

- extend EarlyTracks current commercial strategy in place for new clients, that are medical institutions in Belgium (Flanders) and in the Netherlands;
- elaborate long term partnerships with business partners in the medical ICT sector;
- develop the sector reach of EarlyTracks medical solutions, addressing the needs of other healthcare actors like CROs and pharmaceutical organizations;
- gather and translate the client's requirements to the technical team;
- follow the implementation of products with medical institutions;
- increase the commercial visibility of EarlyTracks and its Medical Solutions;
- report customers' needs and potential market opportunities during management meetings, driving technical and strategic developments of EarlyTracks.

### What are we asking?

- Very flexible on the seniority
- Preferably a professional expertise in the healthcare industry in Belgium or in the Netherlands.
- Excellent selling, communication and negotiation skills
- Relationship management skills
- Autonomy, pro-activity but also a good team spirit
- Fluent in **Dutch** and **English**



## What can you expect?

- Get the opportunity to develop a new geographical market that has a lot of demands
- Join a small company with a startup spirit
- Be part of our open, transparent, welcoming and **dynamic** team
- Have a **flexible work schedule** with **homeworking**
- Get a competitive salary with interesting bonus (5% of the sale)

## INTERESTED?

If you want to know more about the job and our company, send an email with your CV to [jobs@earlytracks.com](mailto:jobs@earlytracks.com). We will come back to you as soon as possible.