

# BUSINESS DEVELOPER (FRANCE)

## WHO WE ARE

EarlyTracks provides solutions to produce interoperable medical records that are understandable by humans and machines. These structured medical records are a key driver for innovation in the healthcare industry as most new technologies depend on good data input to properly work: advanced clinical research, AI for clinical decision support, Business Intelligence solutions, and many more all require good input data or they simply don't work.

Producing meaningful structured medical records is an extremely difficult task given the complexity of the medical field. EarlyTracks is the European reference in answering these challenges and created advanced AI technologies such as a Medical NLP model to extract medical records from the medical texts produced by the doctors (currently for French & Dutch). Additionally, we also produce tools to manage and improve the quality of medical records.

Our customers are primarily care institutions (hospitals and alike) but we also work with other solution providers such as research companies and AI solutions.

The company is based in Brussels (EU district).

## JOB DESCRIPTION

As a fast-growing scale-up, developing new business models and markets for our software products is key to our success. We're currently looking for a **Business Developer** to develop the French market:

- Sales initiatives:
  - continuing EarlyTracks' current commercial strategy and customer base in France ;
  - sourcing new customers (care institutions & others) ;
  - following French 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 France ;
  - 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 France;
- reporting customers' needs and potential market opportunities to the management.

You will report directly to the Head of Growth based in Belgium.

You will travel most of the time in France to visit the clients and prospects.

## WHO YOU ARE

### MUST HAVE SKILLS

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

### EXTRA POINTS FOR

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

## WHAT'S IN IT FOR YOU

- Get the opportunity to develop a new geographical market that faces lots of demands ;
- Have a positive impact on society by making care more accessible and qualitative ;
- Enjoy flexible working hours and location to find the work mode that is the best for you.

## INTERESTED?

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