

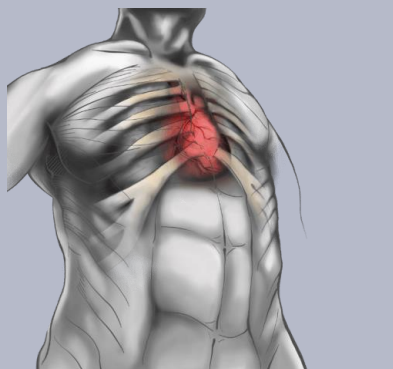


FROM VIRTUAL PATIENTS TO REAL MEDICAL INNOVATION

To scale-up our business and expand the market, we are now looking for a Business Development Manager (m/f/d) in full-time.

WHO ARE WE?

Munich based Scale-Up Virtonomy is transforming clinical trials of medical devices into the computer by developing virtual patients, for both animals and humans, using our data-driven platform. We use multiple technologies like digital twins, statistical analytics, high-performance simulations, and more to create virtual patients, v-Patients. These simulations mimic the anatomy of patients which later assists medical equipment manufacturers. This also replaces clinical evidence with digital evidence throughout the product development lifecycle, making it less expensive and more resource efficient. To perform the in silico testing, we have created the first web-based SaaS v-Patients.com for use by medical device developers.



YOUR TASKS

- You encourage and drive sales of v-Patients by leading the sales funnel from creating new prospects and leads of potential new customers until closing, supported by our technical and clinical pre-sales team
- Support business initiatives within the indirect sales channel to help improve and enhance business activity
- Establishing contact with (potential) partners from the medical field who could play a strategic role in sales
- As a (preferred cardiovascular) medical technology expert, you advise and inspire potential customers for v-Patients and our services
- Here you bring in your knowledge of the design and regulatory requirements during the product-life-cycle of a medical implants
- Support in promoting Virtonomy and v-Patients at conferences, exhibitions and virtual events by speaking to potential customers and partners

YOUR BACKGROUND

- University degree in economics, preferably in the field of sales / marketing or University degree in engineering, preferably in the field of medical technology with a strong background in sales and business development
- You have at least 2 years of experience in a full cycle sales role (consulting, sales, key accounts management, business development or related), ideally in a medical technology or SaaS environment
- You are commercially driven and get results
- Preferred resilient network from the B2B medical technology/medical sector
- You are motivated to acquire thorough knowledge of vertical markets, competitors and their products and services
- You enjoy working in an international environment and speak fluent German and English
- Excellent communication skills; oral, written & presentation, negotiating and influencing is your strength
- Proven track record of relationship building at all levels within business development and/or sales

YOUR CHALLENGE

After the first 6 months, you should be able to do the following:

- You know how our software works and have acquired the necessary clinical and technical background knowledge to communicate with customers
- You have built a professional sales and marketing pipeline using HubSpot in communication with our team
- You have developed a business strategy with partners to increase revenue and have already made contact with potential partners
- You have attended at least one event representing Virtonomy
- Our customers/partners enjoy working with you because you make them wait an average of 4 hours or less for a quality response

WHAT WE OFFER

- An international and very motivated team with high performance and cooperative mindset
- A high degree of responsibility and extensive creative opportunities from day one with short decision-making processes
- A future-oriented business with high impact in the medical domain
- With us there are many career paths and development opportunities for you, what you can't do yet, you can learn with us!
- Flexible working hours & home office possible
- Joint team events (like a multiple day workshop and hiking trip to Austria in summer)

You have what it takes and are motivated to change an industry? Send us your application documents, preferably by email, stating why you are the one, the possible starting date and a salary expectation, to:

careers@virtonomy.io

We are looking forward to your application!