

Business Development: digital assistant that helps radiologists in the early-stage cancer diagnosis

The start-up Sycai Medical is growing and currently looking for a new member of the business development team to collaborate in defining the sales strategy through the study of the Spanish and European market and to begin with its implementation establishing the first contacts and commercial actions. The product developed by Sycai is a software as a medical device that assists radiologists in the diagnosis and surveillance of precancerous lesions in the pancreas, liver and kidney and is currently in the development and clinical validation phase.

The candidate will:

- Prepare a study of the reception of this type of solutions in international markets with the aim of finding the most optimal market for expansion.
- Study the competitors, its value proposals and expansion strategies.
- Implement the commercial strategy in Spain and European expansion.
- Contact with healthcare professionals and hospital centers to define the sales funnel
- Contact with corporates and exploration of new business models
- Attend to congresses and events and networking activities as a representative of the project.
- Start the commercial activities once the product is on the market

Candidate Requirements:

- Diploma, Master or doctorate in the area of life sciences
- 3 years of experience in the area of medical devices, preferably software
- Demonstrable experience working with medical imaging devices
- Previous experience in Business Development activities
- Previous startup experience will be valued
- High level of English, spoken and written
- Independent profile, proactive and easy to find solutions autonomously.

What we offer:

- Young, innovative and dynamic work environment surrounded by entrepreneurs in a business incubator in the center of Barcelona
- Possibilities of conciliation (remote work and flexible hours)
- Permanent contract with 6 months probation
- Great potential of career development, as a young and small startup the candidate is offered the possibility of growing together with the company
- Equal employment opportunities: We are very proud of pursuing a rich and diverse work environment without any discrimination in selection or promotion processes