
Company	<p>QYNAPSE is a medical technology company that provides a cloud-based platform for the diagnosis, prediction of clinical evolution and measurement of drug efficacy for central nervous system diseases (including Alzheimer's, Parkinson's and multiple sclerosis).</p> <p>We combine leading edge quantitative imaging and artificial intelligence to help target clinical trials and therapies and personalize patient care.</p> <p>The company is ISO 13485 certified and is headquartered in Paris, France.</p>
Job responsibilities & Mission	<p>We seek a VP of Business Development to:</p> <ul style="list-style-type: none">• Generate new business leads and acquire new customers focusing on Biotechnology and Pharmaceutical companies in the European region• Develop and maintain relationships with Key Accounts in Europe (Biotech & Pharma)• Establish and develop long term partnerships with partner accounts with Clinical Research Organizations (CRO)• Lead the negotiation process with prospective customers during proposal and RFI/RFP process• Lead monthly sales forecasting and reporting <p>The VP of Business Development will report to the CEO.</p>
Profile	<ul style="list-style-type: none">• 5-10 years of experience in the pharmaceutical or biotechnological industry within Clinical Research Organization (CRO) or a Pharma/Biotech companies• Experience selling innovative services and solutions in the healthcare field• Bring an established network of contacts in the pharmaceutical and biotechnology space• Medical imaging experience is preferred• Fluent in English and a second language (French or German) is required
Skills	<ul style="list-style-type: none">• Self-starter with the ability to work in teams and independently• Good written and verbal communication skills with natural networking skills• Excellent negotiation skills• Must be willing to travel at least 50% of the time
Contract and remuneration	<ul style="list-style-type: none">• Start : may 2018• Permanent contract• Remuneration based of skills and experience
Location	<ul style="list-style-type: none">• Paris, France or home office (Europe)
