

Job Description: Business Developer w/ Japanese - ASIA Market



About us:

Mediktor is the most advanced AI-based medical assistant for triage and pre-diagnosis that guides patients to the right level of care at the right time – improving access while enabling more efficient care navigation.

Powered by a sophisticated AI engine that enables users to converse naturally in several languages, Mediktor's white-labeled SaaS is omnichannel and can be easily embedded into any interface (web, mobile, desktop). Mediktor's customers include health plans, hospital and health systems, telehealth, and pharmaceutical companies.

Our technology uses natural language recognition, multiple types of prediction models, and can be integrated into almost any type of solution thanks to our UI libraries and our wide range of API methods and capabilities.

The software has been clinically validated with a success rate of up to 91.3% in trials with real patients.

You can try our showcase application yourself, and we will surely appreciate your feedback:

[Mediktor in the Apple App Store](#)

[Mediktor in the Google Play Store](#)

[Mediktor B2C web portal](#)

About the Team: Business Development

Reporting to the Business Developer Director and the Project Manager, his/her mission will be the business development of the company for the Mediktor Professional solution, which is focused on improving the clinical processes, particularly in the Emergency departments.

The main objective is to attract new clients in Asia increasing the company's turnover in the assigned segment.

Responsibilities:

- Conduct market research and analysis in the assigned segment, and in the region/geography that is defined (Asia).
- Understand the needs and challenges of the clients, to adapt the offer to create the best value proposition.
- Locate, define, develop and close business relationships with Clinical Organizations (Hospitals, Hospital groups, Health Systems, Public healthcare organizations, among others) that will be targets of the Mediktor Professional solution.
- Potentially develop partners that facilitate reaching the end customer.
- Work together with the technical, product and clinical teams, to produce Proposals that define the most appropriate value proposition.
- Develop, negotiate and close trade agreements.
- Apply and use the company's procedures and tools (CRM,...), to ensure the homogeneity of commercial operations.
- Locate and / or propose new business opportunities and value propositions.
- Represent the company at events and conferences in the sector.

Requirements:

- International experience in Business Development, minimum of 5 years in similar positions, in the health sector and with experience negotiating with Hospitals or health organizations preferably in Japan / Asia.
- Experience in working with Hospital information Systems (clinical side) and in the Emergency Room related solution will be valued.
- Experience in the technology sector, digital applications and artificial intelligence in particular applied to the Health sector.
- Experience in B2B sales and with SaaS solutions.
- Relevant experience in Hospital systems deployment projects.
- Used to negotiating with C-Level positions.
- Results-oriented, maximizing the benefit for clients.
- Experience in commercial relations in the Health sector in the Spanish market will be valued.
- Experience in the development of complex tenders and contracts will be valued.
- Willingness to travel as needed to meet with clients and attend industry events.

Languages:

- Fluent in English and Japanese (written and spoken)
- Valuing knowledge of other languages

Competencies:

- 🎯 Strong knowledge of pharmaceutical regulations and compliance requirements.
- 🗣️ Excellent communication, negotiation, and relationship-building skills.
- 👍 Ability to work independently and collaboratively with cross-functional teams.
- 🕒 Ability to plan and organize, in a context of limited supervision.
- 🧠 Ability to contribute new ideas, proposals and value to the product and service.
- 📢 Good public speaking and presentation skills, as well as to adequately convey the value proposition to potential clients.
- 💻 Knowledgeable and passionate about technology.
- 👏 Customer orientation.
- 💪 Resilience.
- 🍀 Commitment, honesty and transparency.

Profile:

- 🏠 Higher Degree University Training.
- 🔍 Experience in market prospecting.
- 🌐 Proven experience in Business Development in the field of Technology and SaaS.
- 📱 Experience working with CRM tools.
- 🚗 Driving license.

We offer you:

- 💡 An exciting scale-up company sharing good vibes
- 🚀 Opportunity to grow and develop your career with us
- 🏠 Flexible hours and hybrid model of work
- 👥 Excellent multicultural and teamwork environment
- 🏢 Amazing offices in an important historic enclosure of the city located in the Recinto Modernista del Hospital Sant Pau. Our rooftop views are one of the best in the city!!!
- 🥗 Access to cheap meals in our canteen
- 💰 Competitive salary conditions
- 🎒 Mediktor welcome pack
- 🅑 Parking discounts around the office
- ❤️ Health insurance package
- ❤️ Cobee Card

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